A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

July 12, 1965

President visits Commerce

International Trade Winds

RADAR—The Royal Netherlands Air Force has awarded to International Telephone and Telegraph Corp. a $280,000 contract for two complete Ground Control Approach Radar systems and associated electronics. The so-called Quadradar equipment is a "4-in-1" air traffic control radar providing surveillance, final approach, height-finding and aircraft taxi information, operable by one man who may easily select any of the four functions. It was designed, developed and produced by ITT Gilfillan, Inc., of Los Angeles. Eleven European countries have purchased lightweight Quadradars.

TRACTORS—Turkey's Ministry of Hydraulic Works has purchased from Allis-Chalmers International of Milwaukee several 23-ton crawler tractors equipped with bulldozers for work on the $350 million Keban Dam on the Euphrates River in the eastern part of the country. As part of a fleet of construction equipment, the tractors will be used by Turkish contractor ARI Insaat to build two diversion tunnels as the initial phase of dam construction. The tunnels contract is valued at some $9.8 million. Engineering consultant on the project is Ebasco Engineering Co. of New York.

FACTORING—First National Bank of Boston has announced establishment of the first factoring company in Austria. The firm, International Factors-Austria GmbH, is the sixteenth member of the International Factors Group, of which The First is both the U.S. member and original proponent. The Austrian organization was formed in Vienna by International Factors A.G. and three Austrian financial institutions.

X-RAY DIFFRACTION—General Electric Co. has placed in operation at Stockholm University the first automated single-crystal X-ray diffractor built by the company and installed outside the United States. Because X-ray diffraction may unlock the secrets of life through studies of protein crystals, metallurgists, biologists, chemists, physiologists, pathologists and mineralogists from Sweden, Norway, Finland, Yugoslavia, Germany, Switzerland, Italy and Great Britain are studying the new equipment, subject of a symposium at the U.S. Trade Center in Vasahuset.

Business Bulletins
from around the world

INDIA—Planning Commission estimates that mining machinery, equipment worth $31 million will be required during Fourth Five-Year Plan (April 1966 to April 1971) to achieve projected production targets. Of this amount, approximately $19 million required for planned expansion in private sector. Fifteen new coal treating plants planned as well as expansion in mining iron ore, bauxite, other non-ferrous ores. Wide range of new equipment for drilling, open-pit mining will be required as well as technical knowhow to design, manufacture, erect complete coal-treating plants.

IRAN—Manufacturing permits issued to five motor vehicle firms which have agreed to invest capital here and to manufacture progressively up to 75% of parts locally. Two U.S. manufacturers, American Motors and Mack, granted permits, as well as producers of Mercedes, Volvo, Leyland vehicles.

IRELAND—First shipment made of sulphuric acid produced at new nitrogenous fertilizer plant at Arklow. Initial factory complex, covering 45 acres, expected to be in full production by autumn; has rated annual capacity of 150,000 tons of nitrogenous fertilizers.

First National City Bank of New York becomes first U.S. bank to open office in Dublin. At present, bank is especially interested in accounts from foreign subsidiaries established in Ireland, whose branches deal with them elsewhere.

PAKISTAN—Industrial Development Bank approves loans for 26 projects including allocation of $273,000 for import of textile machinery, air conditioning equipment for use in East Pakistani textile mills. Loans also approved for movie theatre in Dacca, glass factory in Chittagong, motor scooter factory in Karachi, hydrated lime plant in Rawalpindi. United Nations Special Fund to grant $1.5 million for development of petrochemical, fertilizer industries here. UN will assist Pakistan Planning Commission in conducting feasibility studies, determining types of plants to be utilized, location of plants, types of marketing systems that should be employed.

SWITZERLAND—Federal Bureau of Statistics to conduct census this year of all Swiss firms according to activity, legal form, staff size, fringe benefits, other variables. Survey to include doctors, libraries, museums, fishing, forestry, agricultural sectors, as well as power consumption, capacity.

UNITED ARAB REPUBLIC—Suez Canal rates applying to both loaded ships, ships in ballast increased 1% effective July 1. Increase follows 5% additional charge levied in October 1964 on tankers in ballast and 1% general increase effective July 1, 1964. Suez Canal earnings, which have reached annual rate of $184 million, are key source of foreign exchange for U.A.R.

UNITED KINGDOM—British Iron and Steel Board estimates that steel industry will set new production record this year of 26 to 26.25 million tons. Present indications show that U.K. steel output is likely to exceed 14 million tons by end of June compared with 13 million tons for first-half of 1964.

Board of Trade renews fresh pear import quota applicable to U.S., other countries amounting to 560,000 cwt. for year July 1, 1965 through June 30, 1966. Quota remains unchanged from that of previous year.

VENEZUELA—Papelera Industrial S.A., Venezuelan controlled paper products company, will bring new paper box factory into production in Valencia. Production of 2,500 metric tons per month planned. Management says this will meet all of current demand in area. About 150 new jobs expected to open up in plant, which represents $2 million investment.

YUGOSLAVIA—Flag airline, JAT, introduces first regularly scheduled air cargo service. Route served is Belgrade-Zagreb-Munich.

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the cover

President Johnson dropped in on his neighbor in the Department of Commerce, Secretary John T. Connor, the other afternoon to chat about Commerce programs and problems. His informal give and take with Secretary Connor and four assistant secretaries covered the Department's wide range of activities. With the President and the Secretary in the cover photo are (from the left) Andrew F. Brimmer, assistant secretary for economic affairs, and Alan S. Boyd, under secretary for transportation.

International Commerce

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FEATURES

2 Partners of the Alliance formed to bring about more meaningful contacts between private citizens of Latin America, United States

5 Engineering groups' management conference in New York to feature talks on international opportunities; four sessions scheduled Sept. 13-14

6 Growing international trade competition theme of Rhode Island U. institute; St. Louis manufacturer sends display wagon abroad

8 Oregon firm caps twenty-five years of research with plans to start exporting redwood pulp to world markets; production to be mostly in bleached grades

TRADE FAIRS AND CENTERS

9 Dutch in middle of revolution—in eating and spending habits; won't need much persuasion to buy U.S. food processing equipment; Utrecht Fair set

12 Staffers at U.S. pavilion found little time for get-togethers at Poznan Fair as Polish visitors numbered 30,000 daily from the start of the 15-day event

WORLDWIDE BUSINESS OUTLOOK

14 Panama's imports growing at record levels, expected to reach higher plateaus this year; prospects for U.S. exporters bright despite more competition

FOREIGN GOVERNMENT ACTIONS

16 Commission of EEC calls for more action to help depressed areas through better use of the resources at hand; Council of Ministers gets several proposals

U.S. GOVERNMENT ACTIONS

18 Malagasy Republic plan to improve railway system; California exporting firm, two individuals sentenced for violation of export control regulations

INVESTMENT OPPORTUNITIES

20 Opportunities offered U.S. manufacturers for variety of products in many parts of the globe—France, Mexico, Honduras, Pakistan and others

WORLD TRADE OPPORTUNITIES

21 Several countries seek bids
22 Leads for exporters
28 International representation
30 Leads for importers
31 Future construction
31 Significant awards
31 Visiting buyers and officials
31 New trade lists

New Books and Reports, page 32

A hand, not a handout

Partners of Alliance program provides two-way channel for meaningful contacts between private groups in United States and Latin America

You too can be a Companero—it just means partner, but somehow it sounds more dashing in Spanish. The Companeros de la Alianza (Partners of the Alliance) program provides channels through which civic clubs, unions, business and professional groups, and even private individuals in the United States can work directly with similar Latin American groups which have demonstrated their ability and determination to make a better way of life for themselves.

The United States' participation in the Alliance for Progress is only partially fulfilled through official government-to-government programs. The direct participation of the people of the United States with the people of the various Latin American countries is an essential element to the success of the Alliance.

While many areas of close cooperation continue to flourish between governments, and between private and institutional organizations, direct individual or community activities has only just begun.

Efforts made by sincere citizens responding to the human needs of the Alliance frequently have been misdirected, or at best, uncoordinated.

The Partners of the Alliance, an office within the U.S. Agency for International Development, has been organized to respond to and coordinate the direct-assistance activity between those in the United States who wish to help and those in Latin America who need help.

EVERYBODY PITCHES IN when there's a self-help project to be finished in this Andean village.

It helps coordinate the organizational talent, energies and resources of the U.S. private sector with the administrative experience of the Agency for International Development to provide assistance for specified self-help projects.

The program is designed to respond to specific efforts of villages or slum organizations in meeting a productive need when there has been a demonstration of self-help interest. Most of the items needed are available in the country (and about 90% are U.S.-produced items) and in the interests of speedy response and simplified administrative handling, the funds are generally sent directly to the man designated in each American Embassy to be the Partners' program representative.

Busy fellow

He sees that the materials are properly purchased and delivered to the partnership village or association. He also arranges, where possible, for pictures of the project to send to the U.S. partner.

In some states the organization may involve only a part of the state . . . with a view toward expanding to a state-wide program at a later date. These committees are the "receivers" of specific projects from specific villages or organizations in a specific country. These projects are then "retailed" out to the various civic clubs, high school and university student groups, trade associations, leagues and organizations which finance the respective projects as its contribution to the cause of economic and social development in the hemisphere.

Bit by bit

The emphasis is on small-impact projects ranging in cost from a few dollars up to the neighborhood of $1,000. The program's founders hope that a steadily-mounting volume of small projects attacking the whole spectrum of grass roots needs, will, like a swarm of ants, eventually take enough tiny bites out of the massive body of Latin American poverty so that the whole structure crumbles.

Typical projects have included:

- Furnishing a small generator to provide light for a village's night school course teaching adults how to read; cost $125-140 (including air freight costs from U.S.)

THE ADOBE BRICK-MAKING crew of Maras, Peru. A Partner of the Alliance recently provided the doors, windows and roof for a Peruvian schoolhouse which had been constructed by villagers such as these.

- A pump to lift the water out of a well which villagers have already dug to serve their self-made community center; cost $285.
- A Texas labor organization supplying the funds to buy picks, shovels and wheelbarrows with which farmers in a remote mountain area of Peru built themselves a road connecting their village with a nearby highway.
- Providing the cost of doors and windows after the villagers have built their own school; cost $150-350, depending on the size of the school.

Notice that in each case the projects were conceived and largely finished through local enterprise. All the respective Partners of the Alliance had to do was furnish a relatively small boost to push the projects over the top.

The Partners of the Alliance staff serves as a catalyst, helping individuals and groups to turn their good intentions into concrete actions.

The initiative for forming a partnership can come from any source, even a private individual. To date such varied agencies as the Mobile (Alabama) Junior Chamber of Commerce, the Richmond League of Women Voters, the Colorado Society of Engineers, a group of businessmen in the University of Indiana's Executive Development Program, the Wisconsin Electric Cooperative, and the Superintendent of the Lane County (Oregon) School System have launched their states' participation in the program.

At the Latin American end, AID mission members bring the Partners program to the attention of local leaders who, if they feel their area could benefit from it, request the Alliance for Progress headquarters to find a suitable partner for them. Partners for the Alliance personnel then try to match them up with a state or area in the U.S. which is similar economically and physically, and has requested a Latin partner.

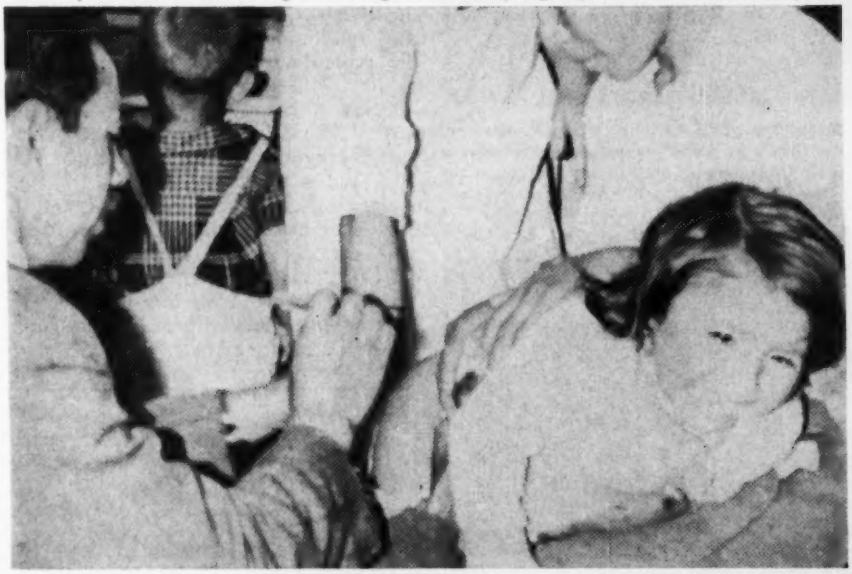
The forms which the partnerships may take can be equally diverse, since the local groups are encouraged to work out their programs themselves, with a minimum of reliance on either of their governments. Most often the relationships have resulted in exchanges of visits by groups of civic, business and educational leaders to discover which cooperative efforts would have the greatest impact.

The program is most emphatically intended to be a two-way street, of mutual benefit to both parties.

Not a 'handout' program

This is *not* a program through which a city or a state "adopts" a Latin American state or city. It is a partnership program designed to help people help them-

EL SALVADORAN VILLAGERS pitch in to help as the Pan-American Highway construction team passes through their area. A Texas labor organization furnished the picks and shovels for a remote Peruvian community to build a road linking their village to a nearby highway. (Pan American Union photo)



BUT *I DON'T WANT* to be immune, cries this Brazilian girl as an unfeeling doctor applies the needle. Inoculation programs are a form of partnership which Latin American children would prefer to forget.

BOLIVIAN CONSUL in Chicago, Alicia Felix de Taendler, and her husband diplomatically admire a prize-winning piglet at a recent Conference on Agricultural Exports called by Illinois Gov. Otto Kerner.

GLENN SAMPLE of the Indiana Farm Bureau looks over some prize Australian sheep that were shipped to Rio Grande do Sul State in Brazil as part of the Indiana Partners of the Alliance Program. Below, Idaho's partnership effort began with shipment of four sewing machines to a town in Ecuador.

selves. It is not a patronizing or hand-out approach. It is not an "old clothes" charity program—it is a direct alliance between a U.S. group and a Latin American group to work toward the establishment of a lasting neighborhood relationship outside official channels.

Significantly, such relationships can provide two-way benefits outside the purely ideological and humanitarian aspects. Some years ago the tomato industry in Utah was seriously threatened by the appearance of a leaf blight. A resistant strain was found in Bolivia which saved an industry which was important to the economy of Utah. The current "Partners of the Alliance" relationship between Utah and Bolivia contemplates financing the shipment to Bolivia of tomato canning equipment donated by industries in various areas of the U.S.

Michigan's Oakland County, Partners of the Alliance Committee, has sent an expert in municipal administration to act as an advisor in the Colombian State of Valle del Cauca. His assignment is the first phase of an extensive program for a continuing two-way direct-assistance alliance between the two communities.

In Oregon, fifteen public school districts and Costa Rica have been linked in a double-pronged program providing in-service training for Costa Rican public school administrators and teachers, while at the same time affording Oregon schools the opportunity to utilize the Costa Ricans as experts in Spanish language programs and Latin American Social Studies activities.

James H. Boren, special assistant to the Coordinator of the Alliance for Progress, dreamed up the idea for the Partners of the Alliance while serving as director of the AID Mission in Peru. He says he's delighted with the one-year old program's record to date.

"Basically the initial phases of the program were rather spectacular," he says. "The performance to date reflects the tremendous latent interest in hemispheric development. People have long had an interest in this sort of thing, and the Partners of the Alliance has finally given them a means of translating their interest into meaningful activity." It shows that people will respond if they are presented with a program that makes sense to them.

Works both ways

"I can't stress the partnership angle too strongly," said Mr. Boren. "These arrangements are definitely two-way streets. Once we've made the initial contact for them, we rely on the partners themselves to figure out ways they can both benefit from the tie-up."

Mr. Boren spends a great deal of his time travelling throughout the U.S. and Latin America, explaining the program to interested groups. "We like to get representatives from the entire cross-section of a community's life: economic, civic, educational. If, after we've made our presentation, they are interested, we can sit right down and begin talking business."

When in Washington, Mr. Boren can be located in Room 2911 of the New State Department. Phone: Area code 202, DUdley 3-7444.

Can you find your state?

State	Latin partner
Alabama	Guatemala
Arkansas	Eastern Bolivia
California	Four Mexican states
Colorado	Minas Gerais (Brazil)
Connecticut	Paraiba (Brazil)
Delaware	Panama
Florida	Northern coastal states of Colombia
Idaho	Eastern Ecuador
Illinois	Sao Paulo (Brazil)
Indiana	Rio Grande do Sul (Brazil)
Kentucky	Northwest Ecuador
Maryland	Rio de Janiero
Massachusetts	Antioquia (Colombia)
Okland County (Michigan)	Cauca Valley (Colombia)
Minnesota	Uruguay
New Jersey	Alagoas (Brazil)
Ohio	Parana (Brazil)
Oregon	Costa Rica
Pennsylvania	Bahia (Brazil)
Tennessee	Western Venezuela
Texas	Peru
Utah	Bolivian Altiplano
Wisconsin	Nicaragua
Wyoming	Goias (Brazil)

If not, now's the time to do something about it.

Engineering groups' management conference to feature addresses on international opportunities

Two-day September meeting will include four sessions with variety of speakers from United States, abroad

"International Impact on Engineering Managers" will be the theme of the 13th annual meeting of the Joint Engineering Societies Management Conference Sept. 13-14 in New York City's Hilton Hotel.

The four scheduled sessions will be devoted to the challenge presented by international engineering opportunities, general problems in international operations, special problems, and recent case studies in international engineering.

Major addresses will include the conference opener by H. M. Muller, president, American Society of Mechanical Engineers; "Competing Internationally," the keynote talk by Dr. Henri Busignies, senior vice president, International Telephone & Telegraph Corp.; "International Engineering—A Foreign View," by Roberto Olivetti, director, C. Olivetti & Co., and "International Engineering—A Domestic View," by J. De Cubas, president, Westinghouse International.

Topics

Other program highlights will include:

Session 1—"The Market for International Engineering," R. Sadove, economist, World Bank; "The Climate for International Engineering," Paul Hoffman, United Nations; "American Strategy in Exporting Technical Know-How," J. L. Young, Ford Foundation, and "Foreign Strategy in Exporting Technical Know-How," Dr. O. Mabuschi, vice president-engineering, Sony Corp.

Session 2—"Transfer of Operational Know-How," J. Verschoor, president, BerCaPlan (Brussels); "Restrictions on International Operations," F. D. Hockersmith, director, Office of Export Control, U.S. Department of Commerce; "Economic Justification of International Operations" (speaker to be announced), and "Organization Structure for International Operations," D. E. Farr, president, H. B. Maynard & Co.

Session 3—"Keeping American Engineering Competitive," F. K. McCune, vice president, General Electric Co.; "Differences in International Engineering Standards," R. Gay, American Standards Association; "Obtaining International Intelligence Data," J. E. Boehm, Lockheed Missile Co., and "Competition in International Engineering," Koppers Co. (speaker to be announced).

Session 4—"Development of a Major Engineering Project," J. R. Ferguson, vice president, U.S. Steel; "Phasing In with a Foreign Affiliate," Y. Peresse-deBedee, president, Controls Co. of America, France; "Transfer of World-Wide Technical Data," J. F. Keffer, manager-product engineering, IBM; "Pre-Evaluation of New Plant Equipment," R. B. Martin, president, Dundee Cement Co., and "Effective Competition Through Advanced Production," L. R. Bittel, editor-in-chief, *Factory* Magazine.

Write: H. F. Lund, Senior Editor, *Factory* Magazine, McGraw-Hill Publishing Co., 330 W. 42nd St., New York, N.Y. 10036.

Giant industrial exposition slated for 'Windy City'

Production, systems engineering, machine tools to share spotlight

The Systems Engineering Conference will be an added attraction for visitors who attend the Production Engineering Show and the Machine Tool Show in Chicago next September, Clapp & Poliak, Inc., New York exposition management firm, has announced. "Systems Engineering in Other Countries" will be a featured topic.

With visitors expected from 60 countries, the Systems Engineering Exposition has been combined with the Production Engineering Show this year, but the systems conference will be held as usual.

Dates and places for the events are: Systems Engineering Conference, McCormick Place, Sept. 20-23; Machine Tool Show, International Amphitheatre, Sept. 20-30; Production Engineering Show, McCormick Place, Sept. 21-29.

The National Machine Tool Builders Association sponsors the Machine Tool Show. Clapp & Poliak manages this show and produces the other two events.

Thirteen acres

The twin shows will cover 13 acres of floor space. More than a quarter-million square feet of net exhibit space (exclusive of aisles and other nonexhibit areas) will be used by 110 companies at the Machine Tool Show and 120,000 square feet of net exhibit space by 400 companies at the Production Engineering Show, for a total of 370,000 square feet by more than 500 companies. Only machine tools will be shown at the Machine Tool Show while supporting equipment for these tools will be shown at the Production Engineering Show.

Among the 35 sessions at the systems conference will be five types of meetings. These include advanced sessions for those already deeply involved in systems work, review sessions to provide an authoritative roundup for others, case histories of outstandingly successful systems and field trips to visit the installations, and industry get-togethers for discussion of problems relating to specific industries.

The opening session will be devoted to a discussion of technical improvement and its impact on our society. One paper will consider "The Effect of Continuing Technological Change on Corporate Organization and Management" and the other, "The Impact of Future Productivity Improvement on Our Culture."

Eighteen industries

Get-togethers have been arranged for the following 18 industries: metal working, electrical-electronic, light manufacturing assembly, food, pharmaceuticals, automobile, chemicals, petroleum, aerospace-military, pulp and paper, steel, warehousing-distribution, building materials, foundry, rubber, utility, tranportation, and communications.

Case histories will include a fully-automated baking plant, with speakers from The Kitchens of Sara Lee, Inc., Deerfield, Ill.; an automatic warehouse-distribution center, with speakers from Sears, Roebuck & Co., Chicago; an airlines information center, with speakers from United Air Lines, Chicago; a heavy equipment manufacturing plant, with speakers from Miehle-Goss-Dexter, Inc., Chicago, and

the operation of a nuclear power station, with speakers from the Dresden Nuclear Power Station, of Commonwealth Edison Co., Chicago. Field trips to these five plants will follow.

Hours of both shows and the conference have been overlapped to permit visitors to attend all events. Buses will operate from major hotels to both exhibit halls and between the International Amphitheatre and McCormick Place. The same badge will admit to both shows. Conference badges also will admit to shows.

For hotel reservations, **write:** Chicago Convention Bureau, 332 South Michigan Ave., Chicago, Ill. 60604. For rapid registration cards and conference information, **write:** Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017.

New York World Trade Club elects new slate of officers

The World Trade Club of New York has elected as its new president John J. McEnaney of the Export Messenger Service Co.

Also elected at a board of directors meeting were vice presidents, Alfred D. Payne, Arncam Shipping Co., and Gustave Saume, Witco Chemical Corp.; treasurer, John F. Hawkins, Morgan Guaranty Trust Co.; secretary, W. M. Beidl, South American Development Corp.

Walter Vasquez of the Commerce and Industry Association was reappointed executive secretary.

Japanese representative ups U.S. air conditioner sales 1000% through Trade Center

Participation in a Tokyo Trade Center show produced a 10-fold sales increase for the Japanese representative of a U.S. producer of automobile air conditioners, and he is looking around for other American auto products to introduce in the Japanese market.

Prior to the July 1963 Automotive Service and Maintenance Show, Akiyama Auto Parts had a non-exclusive distributorship with the Discal Corp. to promote the Mitchell air conditioner line, produced by the John E. Mitchell Co. of Dallas.

The firm managed to secure an exclusive distributing arrangement through its participation in the show, and yearly sales jumped from an average of $20,000 to $207,000 during the first 12-month period following the show. The company expects this year's sales to be in the neighborhood of $300,000.

Company import manager R. Kikuchi is elated by this showing, and is anxious to take on any other item of U.S. automotive equipment which might sell well in Japan. Trade Center Director T. Howard Peters reports that the firm has a good grasp of marketing conditions throughout Japan and is capable of mounting an aggressive sales promotion campaign.

Write: R. Kikuchi, Import Manager, Akiyama Auto Parts Co., Ltd., Tokyo.

St. Louis maker of automotive suspension, steering parts sends display wagon abroad

Moog's Wagon is going global.

The "wagon" is a fully equipped display truck, complete with merchandise, used successfully for promotion and selling in the United States and now on its way to the Philippine Islands.

The attractively decorated Volkswagon is en route to P. T. Sy of Philippine Imperial Trades, Manila, sales representative for Moog Industries, Inc., St. Louis manufacturer of automotive suspension and steering parts.

Moog's Wagon is equipped with point-of-purchase materials, display signs, banners, posters and other literature on the company's products.

It has removable sides which open to reveal six illustrative panels. There are six drawers full of chrome-plated steering and suspension parts.

Experiment

According to Harry Liss, vice-president, Moog International, Inc., this is an experimental step which, if proved as effective overseas as in the United States, will result in similar operations for other parts of the world.

"We are highly interested in the growing automotive aftermarket overseas," says Liss. "The expanding economy, both here and abroad, is resulting in more and more automobiles requiring good replacement parts. We feel certain the mobile display can be successfully adapted for overseas operations."

Moog presently operates in 41 countries, and attributes 6% of its sales to export.

Last year, Moog Industries received the Presidential "E" award for excellence in developing export markets. The company was cited for having substantially increased its export sales by approximately 250% since beginning its overseas operations.

Competition to be at center of stage July 19-30 in R.I.

University's trade conference to view export-import scene

Growing national and international trade competition will be the subject of a Management Institute July 19-30 at the University of Rhode Island.

Export-import practices and international trade in individual companies will be examined in special lectures by:

- U.S. Senator Claiborne Pell, who will discuss his experience as Consul General in Central Europe after World War II.
- Paul Carney, director, Boston Field Office, U.S. Department of Commerce.
- George S. Story, vice president, Providence Washington Insurance Co.
- H. Ford Dickie, manager, International General Electric Co., New York City.
- John M. Frazer, Jr., manager, International Trade Department, Rhode Island Hospital Trust Co.
- Charles H. Reed, combination export manager, Boston.
- Hugo Merk, manager, Nicholson File Co., East Providence.

Participants will receive instruction in developing, stimulating and expanding their international trade.

Dr. Robert J. Paulis, associate professor of industrial management, will serve as director and program coordinator for the Institute.

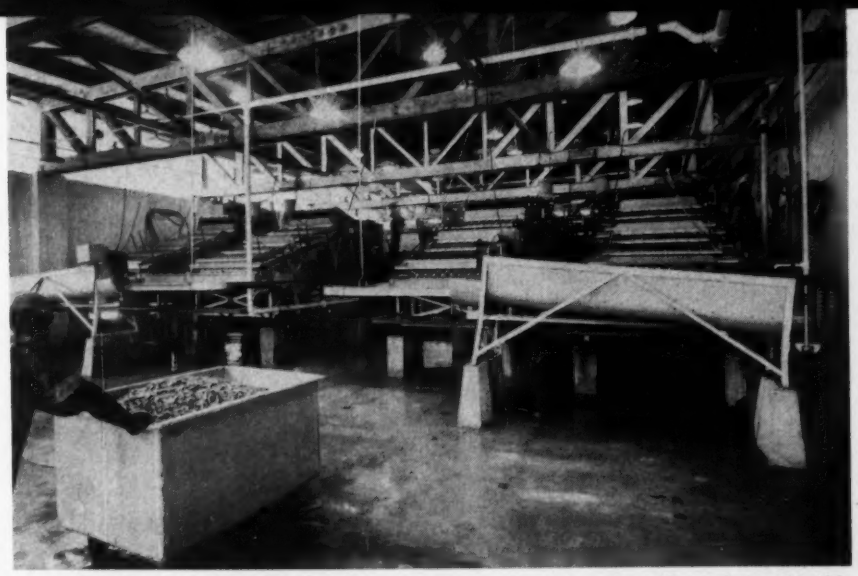
Fees for the Foreign Trade Institute are $180.

Quarters at campus residence halls are available for $11 weekly for double occupancy and $17 weekly for a single room.

Write: Management Science Institutes, 182 Independence Hall, University of Rhode Island, Kingston, R.I.

Pioneers in export still cutting trails for U.S.-made goods

Winner of 100th 'E' award markets new machinery for two industries



ON LAND AND ON SEA, Latin American shrimp processors now use automatic equipment designed in U.S.

If things go right (apparently they will) a new citrus fruit-processing plant will be in operation in Oliva, Spain, next week.

The $500,000 project in the province of Valencia was developed and sold by Smith, Kirkpatrick & Co. of New York, using U.S.-made equipment.

If things go right (negotiations are encouraging) concrete block-making machinery will be shipped from Cuyahoga Falls, Ohio, to Latin America this year for use in burgeoning residential development programs south of the border.

Smith, Kirkpatrick is handling arrangements for the Ohio manufacturer.

Thus the New York export merchant firm, now almost 100 years old, continues a job for which it was officially praised in the 100th Presidential "E"-for-export award last fall—"steadily increased exports of a variety of U.S. products by energetically developing new foreign markets."

A variety

An export-import-manufacturing-licensing-finance firm with 320 employees and "monthly sales in the neighborhood of half a million and up," Smith, Kirkpatrick was recognized for finding foreign markets for equipment not previously used outside the U.S.

The products include automatic shrimp-processing machinery, aircraft for crop dusting, and portable sprinkler irrigation systems.

Large sizes of shrimp usually are frozen and shipped in the shell. Medium and small sizes must be peeled and deveined —a tedious process if done by hand and, with small shrimp, uneconomical.

Automatic processing machinery had been used in the U.S. for more than a decade. Smith, Kirkpatrick undertook an export sales program for a Louisiana manufacturer, introduced the machinery in Latin America and since has sold it in Panama, Chile, Pakistan, Japan, Greenland, Iceland and all the Scandinavian countries.

The program involved training sales executives in the operation of the specially designed equipment and installing it under the supervision of factory-trained technicians.

Company spokesmen said the U.S. Department of Commerce "was especially helpful" in Smith, Kirkpatrick efforts to introduce the Grumman Ag-Cat crop duster to world markets. The Department provided trade lists of agricultural aircraft operators and helped arrange a demonstration tour of the plane through Central America.

The Spanish citrus-processing plant, a project begun in the last year, is "quite a large undertaking," company vice president Harry M. Sweeney said.

"Although we don't exclusively represent all the people who manufacture all the equipment, we did put the plant together," Sweeney said.

"We located all the proper equipment and set up the complete proposal. We also assisted in setting up a distribution system for the plant. Most of the products will be sold in Europe—canned fruit juices and frozen concentrates."

Some observations

Is there a secret to success?

Carlton A. Hohloch, the firm's vice president and treasurer, and a member of the New York Regional Export Expansion Council, set down these observations:

"Before appointing a new distributor, we investigate his facilities for developing sales and, in the case of mechanical equipment, for rendering adequate service to his customers. . . .

"We have always held to the opinion that a liberal but sound credit policy was a major factor in increased exports. . . .

"Foreign buyers, generally speaking, are not interested in quotations f.o.b. factory or f.a.s. New York. They wish to know the cost of the merchandise delivered at the port of entry of their own country. . . .

"Our organization has been engaged in foreign trade for almost 100 years and throughout that period has maintained close personal contact with its foreign agents and customers. . . . There have been many changes in operating methods but the underlying policy of the company has remained the same."

SIX U.S.-MADE CROP DUSTERS are ready for delivery from Elmira, N.Y., to El Salvador under aegis of Smith, Kirkpatrick, New York merchant exporter.

PACIFIC SURF SINGS outside new bleached redwood kraft mill at Samoa, Cal. At right are mounds of light fir and dark redwood chips for use in mill.

Oregon firm plans to start exporting first redwood pulp

World market will get new product after quarter-century of research

After more than 25 years of research, the first wood pulp to be produced commercially from redwood will move into world markets as a U.S. export next fall, the Georgia-Pacific Co. of Portland, Ore., announced last week.

Company vice president A. G. Naudain said the new redwood pulp, manufactured by the sulphate pulping process, would be produced at Georgia-Pacific's new bleached kraft mill at Samoa, Cal. It has a capacity of 500 tons daily.

Naudain said California coastal redwood would be used in combination with other softwoods to produce pulp with special qualities for many types of papers and paperboard. He said production of the new redwood pulp would be mostly in bleached grades.

Basic and applied research in the production of quality pulp from redwood has been conducted for more than a quarter of a century and has included work with specialty papers, such as tissues, in addition to the usual kraft grades, Naudain said. Both bleached and unbleached redwood kraft pulp have been produced and converted successfully in pilot plants and in commercial mills on a test basis, he added.

Starting in '58

Georgia-Pacific started its own research and development with redwood in 1958, first with unbleached pulp which the company says produced excellent quality kraft bag paper and linerboard for corrugated containers and other products.

The company also retained pulp and paper research specialists to conduct independent investigations. One report said that "the long, slender and strong fibers should find a ready market for papers which require high tensile, tear, fold, toughness and pliability. These qualities are needed for map papers and certain food containers such as milk cartons."

Further company research led in 1962 to tests of semi-bleached pulp for conversion into household tissues. In actual production, bathroom tissues were found to be "considerably stronger than normal production" and were considered as "a good industrial grade using the semi-bleached pulp."

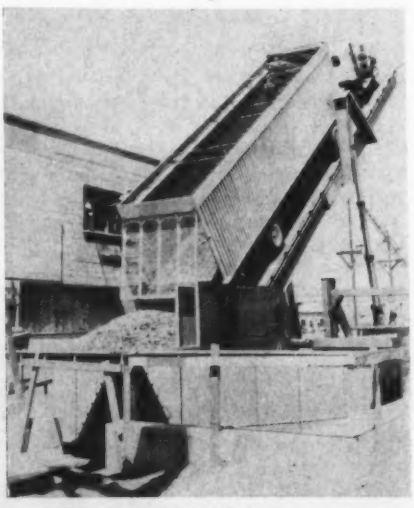
The possibilities

A report covering tests with blends of redwood and other wood species said, "There are exciting possibilities for household tissues, where softness, pliability and opacity as well as good strength characteristics are of prime importance."

The company said records show that "sulphate pulp containing a large percentage of redwood has higher mullen, tear, fold and stretch than some current market grades."

Shakedown operations of the new redwood mill are to be completed in late summer.

Although essentially similar in design to other modern kraft mills, the Samoa operation will have numerous equipment innovations, including an improved Kamyr continuous digester system.



TRUCK-TILTER dumps load of chips at new pulp mill.

Dutch buying more refrigerators, look toward U.S. manufacturers of food processing equipment

6th Machinery and Equipment Fair Oct. 13-20 in Utrecht good chance to persuade consumers to buy U.S. products

The Dutch people are going through a revolution.

This one, though, is not taking place in the streets or along the dikes. It's going on mainly in private homes.

The "front line" of the revolution lies in the purchase of refrigerators. Seven years ago only three of every hundred families had them. Now close to one in every two owns one.

A few other statistics help to bear out the change in eating and spending habits.

Like it frozen

From 1960 through 1964, the Dutch consumer tripled his purchases of frozen foods. Last year the total was around $24 million worth—over half of it spent on frozen chickens.

About 60% of the 34,000 retail outlets for processed foods in the Netherlands now have showcases and counters with cooling and freezing capacity.

What does all this have to do with selling American goods in other countries?

Quite a lot, if you're interested in persuading the Dutch that they should buy your food processing and packaging equipment.

According to a market guide prepared recently for the Bureau of International Commerce, the people there wouldn't need too much persuasion. "The Dutch already realize this (the pre-eminence of American food processing and packaging equipment) and they are ready to buy your products if they can see their advantages."

The U.S. exhibition at the 6th Machinery and Equipment Fair (MACHEVO) in Utrecht Oct. 13-20 gives American manufacturers in this field a good chance to put their goods on the line there.

The U.S. exhibit will include the following products:

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Deep-freezing vacuum units; breading machines for deep-frozen meats and fish; equipment for frozen bread; automatic filling equipment for sausages; machinery for vacuum plastic packaging of coffee, cardboard packing of dairy products and export packing for meats and vegetables; packaging and filling equipment for TV dinners; dry freezers and highly specialized machinery for slicing.

But there's more

That's not all that will be emphasized by the United States, however. A number of other categories and demonstrations will be featured.

One is an exhibition of food irradiation, a process which, still in the experimental stage, is used to kill all germs in a number of foods—grain, some fruit and certain seafood, for example. This gives the products long shelf-life without refrigeration.

The United States is not the only country concerned with pollution of air and water. The Netherlands is bothered by this widespread problem, and promising sales opportunities exist for U.S. manufacturers of equipment for:

Factory waste removal, for processing chemical manufacturing wastes, water treatment, removal of sulphur dioxide from smoke, auto exhaust purifiers and testing equipment for galvanic solvents.

Other sections in the U.S. pavilion will be devoted to meat and sausage preparation and meat roll tying; dairy equipment; commercial bakery equipment and freeze drying. This last is accomplished by taking food down to extremely cold temperatures at the same time the surrounding air is exhausted.

The freeze drying process is not in general use in the Netherlands, however. Potential buyers there, the market guide reported, "will look to the United States as the leader in this field and as the logical equipment supplier."

Write: Bureau of International Commerce, Code 8195, Department of Commerce, Washington, D.C. 20230 or **phone:** Area Code 202 WO 7-5421.

Variety of office equipment to be displayed next year at exhibition in Moscow

An international exhibition of equipment and appliances for mechanization of designing, technical and office work will be held in Moscow Sept. 1-15, 1966.

All U.S. firms connected with production or use of such equipment and appliances are invited.

Products to be displayed include a set of modern machinery, equipment and instruments for mechanization of designing, technical and office work; digital electronic computers with programmed control; analogue computer devices and calculating punches.

Also keyboard computers; mathematical computers and apparatuses; machinery for centralized control and recording of production processes; equipment and appliances for control and management communication, signalling and production plant supervision and equipment and apparatuses for drawing and graphical work.

Write: Directorate of the International Exhibition of Equipment and Appliances for Mechanization of Designing, Technical and Office Work, 6 Kuibyshev St., Moscow, U.S.S.R.

FOOD AND DRINK

The Vienna Intercontinental Hotel, one of Austria's largest, has scheduled an American Culinary Festival for the last two weeks of November. U.S. specialty cuisine and menus will be featured in the hotel restaurant. The U.S. Embassy in Vienna believes there is a potential market in Austria for seafood such as scallops, shrimp, whiting and fish sticks.

EXPORT EXPANSION DATES

Markets for U.S. equipment

Commercial trade fairs overseas, U.S. Trade Center shows and national exhibitions, trade missions, the Sample Display Service . . .

The Bureau of International Commerce works with U.S. exporters—new or old hands—in all of these activities to help American firms sell abroad.

Very often it takes aggressive promotion to clinch the sale. But the task is made easier by exposing your products in the several ways listed here.

Exhibits in commercial fairs by the United States are selected after a market study shows a need for the product.

Trade Center shows, held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are open by invitation to buyers, agents and wholesalers. They are limited to specific product lines.

There is still time for a U.S. manufacturer to enter any of these exhibits, if his product is acceptable, by **writing:** Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230 or **phoning:** Area Code 202 WO 7-5316 or 3137.

National exhibitions attempt to explain what life in the United States is like. They are usually held in Soviet-bloc lands.

Trade missions, made up of outstanding U.S. businessmen who set up person-to-person contacts with merchants and association officials in other lands, go out frequently and carry business proposals with them. **Write:** Bureau of International Commerce, Trade Missions, Code 8210, Department of Commerce, Washington, D.C. 20230.

The Sample Display Service, which puts products on view for 30 days, gives U.S. exporters low-cost service in Bangkok, Beirut, Manila and Nairobi. This activity helps firms obtain local agents, distributors, licensees and investors.

Write: Bureau of International Commerce, Code 8198, Department of Commerce, Washington, D.C. 20230.

Educational laboratories and systems. SWEDEN. Show coincides with meeting of International Association of Modern Language Teachers in Uppsala. Market for advanced design of industrial training appliances and auto-instructional devices. **Stockholm Trade Center. Aug. 17-26.**

Electricity. YUGOSLAVIA. "Better Living Through Electricity" theme of U.S. national exhibition. **Zagreb International Trade Fair. Sept. 9-19.**

Machine tools, agricultural equipment. POLAND, RUMANIA. Neither country familiar with U.S. products but both seek to expand trade. Interest is rising as relations improve. **Trade Mission. Sept. 18-Oct. 16.**

Photographic products. SWEDEN. A chance to test new and advanced photo equipment and film in a highly competitive but profitable field. Products for use by both professional and amateurs will be accepted. **Stockholm Trade Center. Sept. 21-Oct. 1.**

Welding and cutting equipment. GERMANY. U.S. manufacturers of all types of welding and cutting equipment are invited to participate in the leading commercial show of its type. Expanding market reported. **Essen. Trade Fair for Welding and Cutting. Sept. 25-Oct. 3.**

Nuclear instrumentation and related equipment. GERMANY. West German government and industry expected to spend $850 million. ('63-'67 period) on nuclear development and research equipment. **Frankfurt Trade Center. Sept. 28-Oct. 5.**

Hotel, restaurant and apartment house equipment. THAILAND. A $10-million market for contract furnishings, builders' hardware and institutional catering equipment. **Bangkok Trade Center. Sept. 29-Oct. 15.**

Data processing equipment. ITALY. Unique sales opportunity. One of the first specialized exhibits of this type in Italy. **Milan Trade Center. Oct. 1-7.**

Materials handling. SWEDEN. Challenging market for manufacturers of all types of materials handling and conveying equipment. **Stockholm Technical Fair. Oct. 1-7.**

Animal husbandry equipment. JAPAN. Rapidly expanding Japanese livestock industry presents immediate opportunities for sales of U.S. equipment, pre-mixes and biologicals. **Tokyo Trade Center. Oct. 12-22.**

Food processing, packaging and related equipment. THE NETHERLANDS. Change in Dutch eating habits causes an increase in an consumption of frozen and preserved foods. **Utrecht. Machinery and Equipment Fair (MACHEVO). Oct. 13-20.**

Pulp and paper machinery and equipment. GERMANY. Per capita paper consumption in Germany is expanding. Qualified observers report good market potentials for selected products used in paper production and converting. **Frankfurt Trade Center. Oct. 20-27.**

Commercial laundry and dry cleaning equipment. SWEDEN. Good market for all types of U.S. commercial laundry and dry cleaning equipment, including vending machines. **Stockholm Trade Center. Oct. 20-29.**

Consumer and capital goods. MALAYSIA AND HONG KONG. U.S. Trade Mission. Business proposals to be carried to this area should be submitted by Sept. 3. **Oct. 23-Nov. 21.**

Automotive service and repair equipment, metalworking machines, and hospital equipment. PERU. Outlook for all three

exist around the world

categories appears bright in outstanding sales event. **U.S. exhibition at Pacific International Trade Fair in Lima. Oct. 30-Nov. 14.**

Light industry and food processing equipment. ETHIOPIA AND SUDAN. U.S. Trade Mission. Business proposals to be carried to this area should be submitted by Aug. 31. **Oct. 30-Nov. 27.**

Petrochemicals. IRAQ. Petrochemical utilization and by-products in retail trade, light industry and agriculture. **U.S. national exhibition. Baghdad. Nov. 1-28.**

Boating accessories. ITALY. Renewed interest in boating accessories not available from Italian sources. Small cabin cruisers and plastic out-board hulls have high marketability here. **Milan Trade Center. Nov. 2-8.**

Nondestructive testing and measuring equipment and instrumentation. GREAT BRITAIN. Wide sales prospects for aggressive U.S. businessmen willing to develop greater share of $32-million market—a market expected to reach over $62 million in 1970. **London Trade Center. Nov. 2-12.**

Farm machinery equipment and supplies. CENTRAL AMERICAN COMMON MARKET. U.S. exports of these products to CACM have doubled in the past five years, reaching $31 million in 1964. **International Trade Fair. San Salvador. Nov. 5-Dec. 4.**

Do-it-yourself equipment. GERMANY. Home maintenance and improvement activities among German home owners are growing rapidly. High labor and construction costs provide a strong stimulant to this trend. **Frankfurt Trade Center. Nov. 11-16.**

Advanced teaching aids. JAPAN. Government and business interest in newest teaching techniques offers immediate market for U.S. equipment. **Tokyo Trade Center. Nov. 15-20.**

Audio-visual and training aids. THAILAND. Educational equipment keyed to the developing Southeast Asia market. Show will coincide with UNESCO meeting of ministers of education and economic planning of 18 countries in the area. **Bangkok Trade Center. Nov. 22-30.**

Plant and equipment maintenance. SWEDEN. Rising labor costs, higher demands for improved maintenance and reduction in upkeep costs insure a prime market for interested U.S. manufacturers. **Stockholm Trade Center. Nov. 22-30.**

Vending machines. ITALY. Opportunity for expanded sales of U.S. vending machines and related equipment tailored to Italian market. **Milan Trade Center. Dec. 1-7.**

Machine tools. MALAYSIA. Industrial expansion in Malaysia provides excellent opportunity for U.S. firms. **Singapore Machine Tool Exhibition. Dec. 5-15.**

Advanced industrial fasteners. JAPAN. Continuing industrial expansion offers new opportunities for little known U.S. products in the industrial fastener industry. **Tokyo Trade Center. Dec. 7-17.**

Analytical measuring instruments and laboratory apparatus. GREAT BRITAIN. Advanced scientific instruments, apparatus and equipment used in industrial and university laboratory research. **London Trade Center. Dec. 7-17.**

Hotel and restaurant equipment. UNITED KINGDOM. Exhibition will feature hotel and restaurant cooking articles and apparatus (including catering equipment), food handling and storage equipment, food and beverage dispensing machines, and an assortment of bar specialty items. In-plant feeding equipment designed specifically for mass unit feeding is excluded. **London Trade Center. Jan. 18-28.**

Consumer and capital goods. SAUDI ARABIA AND PERSIAN GULF STATES. U.S. Trade Mission. Business proposals should be submitted by Jan. 5. **Feb. 10-March 12.**

IN THIS CASE it happens to be scenes at the recent housewares show at the Milan Trade Center, but it could be anywhere U.S. products are shown.

Thousands products in

There was just enough time for an informal get-together on the sidewalk at the main entrance. Then the gates opened on the 34th International Trade Fair in Poznan, Poland, and members of the staff of the U.S. Pavilion (photo at left) scattered to their posts.

As the design shown in the photo suggests, the U.S. exhibit was devoted to the uses of electricity—in the home, in the factory and on the farm. It was the ninth consecutive year for an official U.S. entry in the Poznan Fair.

Ninety firms from 18 states and the District of Columbia showed their wares, in a range that included automobiles and trucks (photo, top left); an automatic egg-sorting and packing machine (top right) and a variety of earth-moving equipment (right).

Fairgoers took to it all with enthusiasm. Polish Government officials, including Foreign Trade Minister Witold Tramp-

view U.S. Poznan

czynski, toured the U.S. Pavilion on "America Day" and called the exhibit "the best ever."

Polish Premier Cyrankiewicz led the Government delegation, made an unscheduled stop at an exhibit detailing the roles of Polish immigrants in the history of the United States. The premier also appeared to be fascinated by the controls and fittings of a late-model car.

Coming at the rate of 30,000 a day from the start of the 15-day fair, visitors to the U.S. Pavilion saw:

An automated hen house with electrically operated feeding, watering and egg-collecting devices.

A model of the kitchen, family room and laundry of a typical U.S. home.

A high-speed bag-making machine, in the complete process of making paper bags for use in supermarkets.

The presentation was developed by the Bureau of International Commerce.

Panama's trade soars

Commercial attache calls prospects bright, competition vigorous

By FRANK A. MAU
Commercial Attaché
U.S. Embassy, Panama

Despite political unrest following last year's disturbances, 1964 was a good year in Panama for local businessmen and international traders, and there is every indication 1965 imports may reach new record highs.

Immediate opportunities exist for the sale of U.S. equipment and know-how to local industry and agriculture, particularly for aggressive U.S. companies willing to study local conditions and meet local demands.

While Panama's unfavorable trade balance continued to be a problem in 1964, an expected increase in foreign capital inflow, coupled with increased export earnings, should permit Panama to buy at even higher rates during 1965.

Imports during 1964 totaled $168 million and exports $59 million, compared with $162.9 million and $48.6 million in 1963. These figures represent an increase of about 3% in imports and 22% in exports. Meanwhile, the Colon Free Zone also reports record sales, with even brighter prospects for the current year. Imports into the Free Zone during 1964 totaled $90 million and exports hit $133 million, of which about 15% was returned for local consumption in Panama and the Canal Zone.

Direct imports from the United States ran at $74 million in 1963, compared with $66.7 million in 1962, representing about 45% of total foreign procurement in each year. Preliminary figures for the first six months of 1964 indicate the United States continued to share about 45% of total imports. Following a consistent decline during the postwar years, the U.S. share of Panama's foreign purchases is beginning to level off.

Radical change

In 1962, Panama's foreign trade picture changed radically with the establishment of a large new petroleum refinery importing its entire crude supply, principally from Venezuela. Excluding petroleum imports, the U.S. share of Panama's imports has hovered around 52% of total purchases for the past three years.

Considerable credit must be given to programs supported by the U.S. Agency for International Development and the Export-Import Bank, whose loans are tied to procurement from U.S. sources, for arresting the downward trend in the U.S. share of Panama's foreign purchases. Further, this area contains the most promising fields for additional U.S. exports.

As in other parts of the world, European and Japanese manufacturers are continuing to make substantial inroads into what used to be considered a U.S. "trading preserve." Relatively speaking, the U.S. is continuing to lose in the sale of automobiles, household electrical appliances, agricultural chemicals, radios and household and agricultural hardware.

While the U.S. continues to sell the lion's share of heavy equipment, including tractors, British and other suppliers are capturing the market for small agricultural tractors and implements. Recent and pending U.S. losses in the heavy equipment field are seen in the cement, steel, textile, electrical and fish reduction (fishmeal) industries.

While Panama continues to be a U.S.-oriented market, our situation will continue to deteriorate until U.S. suppliers recognize Panamanian credit needs, establish more competitive prices and adopt more aggressive selling techniques.

Export opportunities

Considerable opportunity exists for increased sales of agricultural and related equipment, including: manufactured fertilizers; agricultural machinery and implements, including tractors; windmills; agricultural and fishing hardware; grass and other seeds; livestock for breeding purposes; and equipment for packaging, freezing, dehydrating and concentrating tropical fruits, citrus fruits and marine and meat products.

AID loan helps

Sales of these items should be stimulated by a recent $2.5 million AID loan to the Panamanian Government to foster agricultural development, as well as by recently expanded loan programs in this sector by two local private U.S. banks.

Iron and steel building materials, exclusive of steel reinforcing rods which are manufactured locally, represent another area for increased U.S. exports, as does the sale of electrical equipment such as generators, dynamos, motors and transformers. In both areas the U.S. share of local imports has dropped below 50% in recent years.

Current Panamanian Government plans to refurbish many small government-operated diesel-electric plants make prospects for sales in this area particularly attractive.

The continued rapid growth of Panama's population (about 3% annually, with a 1965 estimate of 1,243,000 inhabitants) presages increased sales of all classes of consumer and related goods, particularly yarns, some textiles, canned goods, sewing machines and other household appliances, including radio and television sets.

Private sector needs

An Industrial Development Bank (DISA) was established by the private sector late in 1964, with funds solicited from local businessmen. DISA has negotiated a $5.1 million loan from AID for loans to small industries. A similar loan of $1 million was made in early 1965 to the Banco Nacional by the Inter-American Development Bank. Many loan applications are being received.

New plants are contemplated to produce a variety of products, including vinegar, cement posts, tiles and mosaics, men's clothing, yeast, sanitary paper products, roofing materials, and aluminum utensils.

Larger plants currently being built or contemplated include facilities for producing frozen juice concentrates, cement,

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

textiles, beer, and various meat products. The above ventures all represent immediate opportunities for the supply of additional U.S. equipment and know-how.

In addition to current government efforts directed toward the development of agriculture, other sectors of the economy also are receiving attention. An autonomous government agency was created recently to promote industrial development, including joint ventures with foreign capital. There is a need for expertise involving technical feasibility surveys, consultant services and engineering studies. Continued public effort is being demonstrated in the fields of low-cost housing, road construction and surveys of rural and natural resources. Of immediate interest to U.S. suppliers are current negotiations between AID and the Government of Panama for a sizeable loan to improve and expand the water and sewage facilities of the Atlantic coastal city of Colon. A World Bank team expects to visit Panama in the near future to discuss a proposed $40 million hydroelectric scheme for the Bayano River, east of Panama City. All of the above needs and projects again represent potential opportunities for alert U.S. suppliers and contractors.

Free Zone opens door

After 10 years of startling growth, Colon Free Zone activities continue to expand at a rapid pace. Three new buildings currently are under construction to house new companies which recently have become aware of the myriad advantages of doing business from this centrally-located, well-organized facility.

The Free Zone primarily is used to receive merchandise in bulk, repackage it in distinctive Spanish-language packages, and to distribute it to wholesalers throughout Central America, the Caribbean area and South America. Use of the Zone's central warehousing and other facilities allows exporters to provide better and more efficient service to individual country representatives, with consequent increased sales.

Since 1962, there has been a rush of European and Japanese concerns to Colon, reducing U.S. company representation to about 60% of the total number of foreign firms using the facility.

Several large U.S. companies presently are investigating the establishment of offices or naming export managers in the Colon Free Zone. Other interested companies can obtain detailed information from the New York office of this autonomous Panamanian Government enterprise.

The failure of Panama to become a member of the Central American Common Market has been a source of concern to many potential international traders and investors. A firm policy statement by President Robles early this year that Panama would actively seek admission as a full member of this Central American club has provided some reassurance.

Meanwhile, Panama-based operations continue to enjoy the advantages of a tripartite trading agreement with Costa Rica and Nicaragua.

Panama's continued unfavorable trade balance and national budgetary problems also are a source of concern, but should not adversely affect imports during the remainder of 1965. One can sense a growing confidence in the future on the part of local businessmen, despite uncertainty about plans for a future sea-level canal.

Long Paraguayan upswing continues; 1st quarter imports 57% above '64

Prosperous conditions prevailed in Paraguay during the first quarter, continuing the broad economic expansion noted since the close of 1962. This situation is partly due to a long period of economic stability, partly the result of strong export demand for several of Paraguay's leading exports, and partly due to external assistance.

Unofficial estimates indicate that exports in the first quarter continued the strong trend of the previous year, and were about 16% higher than the same period of 1964. Lumber is still moving well, and meat exports are expected to surpass last year's record, in view of continuing firm international prices and increased availabilities of cattle for export. Argentina was Paraguay's largest customer during the quarter, due to continued large lumber purchases. The U.S. was second, taking approximately 13% of total exports.

Imports for the first quarter totaled an estimated $10.25 million, 57.5% above the same period last year. Although the Paraguay River's low water level made navigation impossible and kept first-quarter 1964 imports abnormally low, the first quarter 1965 figure nevertheless represents a significant increase. The U.S. share of the Paraguyan market, exclusive of PL 480 non-commercial wheat imports, remained about the same as first-quarter 1964.

Heavy rains hampered cotton and tobacco crops, but helped other crops, principally sugar cane, rice, and wheat. Coffee plantations experienced a damage-free season. Since the acreage devoted to most crops was larger, the net situation should improve despite the rain problem. Agricultural prices appear to be rising.

The level of industrial activity was higher, due largely to the meat, lumber, and textile industries. An expanded and improved meat packing industry was fully employed by the close of the quarter, with plans for processing at least 25% more cattle in 1965 than in 1964.

The lumber industry continued its upward climb. Exports of logs and sawn lumber throughout the quarter were at an annual rate of $10 million, although continuation of this rate is uncertain and depends largely on Argentine demand.

The textile industry was also operating at maximum capacity during the quarter.

Government expenditures in the first quarter declined seasonally by 31% from the fourth quarter of 1964. Meaningful comparison with first-quarter expenditures in prior years is not possible, owing to variations in timing of certain payments and to the treatment of internal debt payments. The level of government expenditures in the first quarter was moderately higher than in the previous year.

Gross holdings of convertible foreign exchange declined by 5.1% during the quarter, and dropped below $3 million by the end of March, but the total was 162% above the level of a year earlier. During the quarter, net international reserves increased by 10% to $5.8 million. The increased availability of foreign exchange permitted the continued improvement in commercial remittances.

No cost-of-living data for the quarter have been published. Unofficial estimates indicate the very mild upcreep in prices noted during the past two years persisted during the quarter, but there was no acceleration in the trend.

Commission calls for more action to aid depressed areas of EEC

Council of Ministers receives several proposals to reduce economic gaps, coordinate Community's regional programs

The Commission of the European Economic Community has called for further action to assist less developed areas of the Community through more effective use of existing and potential resources and promotion of specialization in selective activities.

In a "First Memorandum on Regional Development Policy in the EEC" which has been submitted to the Council of Ministers, the Commission made several proposals for depressed areas.

To foster economic growth, the Commission stressed the necessity for Community agreement on objectives and techniques of regional policy. Member State and Community actions should be coordinated to attain regional development, it reported.

Creation of the EEC and the effecting of various common policies have not automatically reduced the economic gap between developed and less developed regions in the Community, according to the Commission.

Future gaps possible

It also found that stiffening competition and possible repercussions flowing from implementation of the Common Agricultural Policy might well accentuate structural weaknesses in certain areas and lead to even greater gaps in future economic development.

The Commission recommended development of area policies for each region that is a social and economic unit, whether or not divided by national boundaries, in order to achieve Community goals.

Member States, the Commission suggested, should frame public investment programs to maximize the limited resources available for development and create industrial "development poles" or centers grouping various private enterprises and ancillary services to trigger economic development.

In certain smaller, less favored regions, the Commission recommended creation of secondary industrial centers to take advantage of nearby industrial concentrations.

Priorities system suggested

The Commission asked the Community to promote action in Member States by expressing opinions or recommendations on projects most deserving of financial support; voicing opinions and recommendations on sectors with a surplus capacity in which production should not be encouraged; and working out a priority system for application of State subsidy arrangements.

In addition to the contribution it can make by overseeing Member State activities, the Commisison noted that the Community has a number of means open to assist in regional development.

Particular stress is placed on the role of common policies in agriculture, occupational training, transport, power and trade, and Community financial instruments.

The Commission recommended that the Community develop a closer working relationship with national and regional organizations responsible for regional policy in Member States.

It urged that more information should be obtained on area problems—statistics on population, employment estimates, regional economic programs, creation of regional development centers and financial assistance.

For an English translation of conclusions contained in the French text, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

New commodity taxes introduced in Taiwan

Taiwan has passed an amendment to the Statute on Commodity Tax making refrigerators, air conditioners and television sets subject to commodity taxes.

The ad valorem rates are set at 15% for refrigerators and air conditioners and 10% for television sets.

The taxes were created primarily to raise revenue for the Government. The yield in terms of new tax revenues during Taiwan fiscal year 1966 (which began July 1) is estimated as follows:

Tax on refrigerators—$540,000; tax on television sets—$262,500; tax on air conditioners—$75,000; total anticipated revenues, $877,500.

South Africa issues import allocations

South Africa has announced additional import allocations for 1965 in line with the additional import allocations made periodically during 1964.

The second-round allocation for 1965 for consumer goods subject to quota will be 25% of an importer's assessment basis, bringing his present 1965 allocation up 55% of the assessment basis.

For consumer goods not subject to quota, the second-round allocation will raise the 1965 allocation to 90% of the total level of 1964 imports of these items.

Importers of capital plant and equipment will be granted their full reasonable requirements, provided such plant and equipment is not or will not be readily available from local sources.

Manufacturers who are direct importers of raw materials will, upon application, receive allocations sufficient to bring their current stocks of imported raw materials up to the level of six months current consumption.

Merchant importers of raw materials, with the exception of textile piece goods, will, upon application, receive an additional allocation bringing their present 1965 allocation up to 80% of their 1964 import permits. However, the Minister has indicated that raw materials should be obtained from local sources wherever possible.

Merchant importers of textile piece goods (such imports are subject to quota) will, upon application, receive an allocation which will bring their present 1965 allocation up to 75% of their assessment bases. This additional allocation will not, however, include permits for the importation of poplin.

Further allocations to importers are expected to be made by the Government before the year's end.

Indonesia tightens state's controls over foreign trade

The Indonesian Government has placed importing largely in the hands of government organizations, and is giving the state trading companies an increased share of exports. Of the six state trading companies known as PN Niagas (or PNN's) five have been designated for exports and imports (Aneka, Aduma, Pantja, Satja and Pembangunan) while the sixth, Dharma Niaga, has been designated for imports only.

Full details on the new arrangements have not yet been received and the regulations may not be carried out as originally planned.

On the basis of available information, however, it appears that imports will continue to be handled chiefly by the PNN's or by state producers importing for their own use. Private importers will be permitted to operate only when the more favored groups are unable to handle the import.

PT's (corporations) with 100% state capital, will be established to distribute some imports and certain locally-made goods, and they will be given monopolies over the distribution of certain categories.

Distribution outlined

State consumer-producers will receive imports either directly or through the PNN's; private consumer-producers will receive imports either directly from the PNN's or from the PT's if the latter hold a monopoly, and cooperatives will receive their imports only from the PT's.

Locally-made goods not monopolized by the PT's will be distributed either directly by the factories or freely as at present.

Private traders are being given only the minor trade not granted to the PT's or directed to the consumer-producers from the PNN's, although one of First Deputy Prime Minister Subandrio's speeches did indicate that private producer-exporters will still be allowed to import with foreign exchange acquired through their own efforts.

The five PNN's dealing in exports will be given a monopoly over nine types of exports. While the complete list has not yet been published, it is said to include rubber, copra and spices.

Further strengthening the moves against free enterprise, the Government of Indonesia has decreed that motor vehicles may be imported only by those companies which have assembly facilities owned wholly or partially by the state.

There are only four companies known to meet the conditions of the new decree, which therefore now have the exclusive right to import American and other foreign vehicles. These are PN Gaya Motor, P.T. Indonesian Service Co., P.T. Permorin and P.T. Imermotors. The first three have their main offices in Djakarta and the fourth has a head office in Surabaja.

Thirteen other companies have assembly facilities but would seem to be excluded because they are not wholly or partially state-owned.

Netherlands offers incentives to boost homebuilding

A new incentive program of the Netherlands Ministry of Housing and Building to stimulate the utilization of labor-saving measures in the homebuilding industry may boost opportunities for marketing U.S. labor-saving equipment and material.

Under the program, a quota of 100 dwellings allotted to a particular province or municipality will be counted as 80 units if labor saving measures reduce the number of working hours by 30%; 60 units will be charged if labor is reduced by 45%; and 40 units if labor is reduced by 60%.

The Netherlands Government hopes these incentives will encourage builders to exceed stated quotas and provide better and more economical housing.

The Dutch homebuilding industry has reported record construction and expenditure figures for the first quarter of 1965, but there is still an acute building shortage.

RESINS

A manufacturer of synthetic resins for the plastic and varnish industries seeks licenses from the U.S. for production of penta-erythrite and acrylic resins in Germany.

Write: Ernst Jaeger, Fabrik chemischer Rohstoffe, 35-39 Obersbacherstrasse, 4 Duesseldorf-Reisholz, Germany. WTD.

EEC Commission proposes import liberalization list

Items enumerated would be without quantitative restrictions

The European Economic Community Commission has proposed a Community import liberalization list which can be modified only by Community procedures.

This list, proposed to the Council of Ministers, would enumerate the items for which all six member countries have eliminated quantitative restrictions.

At present, the liberalized status of these items can be changed by an individual country for its own imports. If a common liberalization list is established, no member state could reverse a liberalization decision concerning any item on the list.

Action could be taken only by means of a council decision unanimously approving a Commission proposal. (After Dec. 31, the Commission proposal can be approved by a qualified majority vote in the Council.)

No new measures

Establishment of this list is a part of the Community's Common Commercial Policy Action Program adopted in 1962. This part of the program can be effected now that national liberalization lists have been sufficiently aligned.

Although the proposal does not call for any new liberalization measures, the Commission expects rapid progress in the elimination of the remaining non-tariff barriers which, in large part, have already been liberalized in most member countries.

Of the 1,097 tariff positions in the Common External Tariff, 810 have been fully liberalized by the six member countries as far as imports from GATT contracting parties are concerned. The bulk of the "non-liberalized" items are agricultural products. Many of the small number of industrial items still subject to licensing are usually admitted from GATT countries without quantitative barriers.

Approval of the common liberalization list is expected before the end of this year.

Malagasy Republic plans improvement of railway system

Bids on $3.3 million project open to U.S., local companies

The Malagasy Republic plans construction of a railroad bridge and realignment of two sections of main track with bids on the project open to U.S. firms, eligible local firms or joint ventures.

Plans call for replacing an existing steel truss bridge at Ambila with a prestressed concrete structure and for realignment of a total of 9.1 miles of track on the line between Tananarive and Tamatave.

Bridge design will permit later addition of a highway crossing. Bidders must use drawings and specifications prepared by the Malagasy Railway Authority. An exception is that final bridge plans will be drawn and overall construction supervised by a U.S. engineering firm.

Financing authorized

A $2.7 million development loan to the Malagasy Government, authorized by the Agency for International Development, will pay all foreign exchange costs and some local currency costs of the $3.3 million project. The Government will contribute the equivalent of $600,000.

Purchases requiring foreign exchange will be made entirely in the U.S.

The borrower, the Malagasy Railway Authority will repay the Government in Malagasy francs in 20 years, including a five-year grace period. The Government will repay the U.S. in dollars over 40 years, including a 10-year grace period.

Firm, officials sentenced for U.S. export violations

The U.S. District Court for the South District of New York has sentenced a California transportation equipment exporting company and two individuals for violations of U.S. export control regulations.

The violations involved a conspiracy to ship commodities to Cuba.

The court imposed the maximum fine of $10,000 on the corporation, Illman-Jones, Inc., of Hayward, Calif.; a six-month imprisonment and a $5,000 fine on Jimmie Lee Jones, president; and a $1,500 fine and five-year probation for George H. Bailes, traffic manager and salesman for the firm.

In order to insure that these parties do not continue to export from the U.S., a temporary order prohibiting such activity has been issued against them. This order will remain in effect until compliance proceedings are completed against the individuals and the firm.

Liberian ore project will require U.S. machinery, services

Joint mining venture planned by Liberian, U.S. concerns

The Liberian American-Swedish Minerals Co. (LAMCO) will purchase machinery, equipment and related services in the U.S. for an iron ore washing plant and a pelletizing plant to be built in Buchanan, Liberia.

The new plants will be operated as part of a joint mining venture owned 75% by LAMCO and 25% by Bethlehem Steel Corp.

LAMCO is owned 50% by the Liberian Government and 50% by Liberian Iron Ore Ltd. (LIO), which in turn is owned by Swedish, U.S. and other private investors.

A $23.1 million Export-Import Bank loan will assist in financing the $51.4 million cost of facilities to be used to upgrade the quality of the iron ore and to raise production capacity from 7.5 million tons annually to 10 million tons.

The other $28.3 million will be supplied by Bethlehem Steel, LIO shareholders, and LAMCO.

Ore distribution

One-quarter of the ore produced is shipped to the U.S. for use in Bethlehem Steel's mills. This amount represents the company's share in the venture.

Most of the remaining three-quarters is sold under contract in Europe. The balance is available for sale to Bethlehem Steel and to other buyers, including those in the U.S.

The U.S. suppliers of the machinery, equipment and services for the new plants have not been determined.

The loan is repayable over 15½ years, beginning in 3½ years, but through a provision for accelerated payments, it may be retired by 1974.

Joint venture in Madrid o.k.'d for Bank of America

Bank of America (International), New York subsidiary of Bank of America, has received permission from the U.S. Federal Reserve Board and Spanish authorities to establish a Madrid investment bank as a joint venture with Banco de Santander, one of the leading banks in Spain operating 140 branches there.

Bank of America (International) will also acquire joint ownership in an existing Madrid commercial bank currently owned by Banco de Santander.

"Spain's booming economy and the substantial incentives offered by its government to new investments provide great opportunities for an investment bank," according to R. A. Peterson, president of Bank of America (International).

The new bank, Banco Intercontinental Espanol, with head office in Madrid, will have authorized capital of 500 million pesetas ($8,350,000). Under existing regulations it may open up to three branch offices in Spain. It is planned that a branch will be opened in Barcelona shortly after establishment of the bank. Bank of America (International) will have 50% equity in the venture.

Under Spanish Government policy the primary function of investment banks is to promote and participate in new industrial and agricultural enterprises, stimulate private initiative and collaborate in the extension of term financing. Such banks may accept certain deposits, grant term loans, and issue certificates of deposit or debentures.

Mexico's National Railways to buy U.S. locomotives

The National Railways of Mexico will purchase 40 main line diesel locomotives in the U.S. to rehabilitate and modernize existing facilities.

U.S. equipment and machinery for other departments of the railways also are needed.

A $13 million Alliance for Progress credit, authorized by the Export-Import Bank, will be used to finance the sales.

The credit is repayable over 10 years, beginning in 1967.

India to license essential imports from U.S. firms

Items sought to meet varied needs, from malaria drive to railroads

The Indian Government will issue import licenses to private Indian firms for $190 million worth of U.S. imports of selected industrial goods esssential to India's economic development.

Imports from the U.S. will include commodities such as non-ferrous metals, iron and steel, carbon black, vehicle parts, machinery, sulphur, lubricants, wood pulp, tire cord, chemicals, fertilizers and commodities for malaria eradication.

Procurement is expected between now and March 31, 1967.

Financing of the imports will be done through an Agency for International Development loan authorized to the Indian Government.

Another AID loan, for $3.8 million, will finance purchase of 21 diesel-electric shunting locomotives of broad gauge, and two years' supply of spare parts for the Indian Railways. The diesel-electric shunters are expected to do the work of 32 steam engines to be replaced in three major marshalling yards.

Both loans will be repayable in dollars by the Indian Government over 40 years, including a 10-year grace period.

Pan American to assist Guinea's national airline

Air Guinee, Guinea's national airline, will receive technical assistance and training in operations and administration from Pan American World Airways and will procure in the U.S. one DC-4 aircraft, spare parts and other equipment, and installation of a hangar.

An Agency for International Development grant of $1.8 million is financing the contract between Pan American and Air Guinee. Pan American will assign 28 full-time technicians to Guinea to help put the airline on a sound technical and economic basis.

A related development loan of $1 million will finance procurement of the U.S. materials.

Air Guinee maintains the country's only internal air service. It also operates regular flights to Dakar, Bamako and, via Monrovia, Abidjan and Accra, to Lagos.

The loan is repayable to AID in dollars within 40 years, including a 10-year grace period.

Tariff Commission to probe into hearing aid imports

The Tariff Commission has received a complaint from Dahlberg Electronics, Inc., Minneapolis, alleging unfair methods of competition and unfair acts in the importation and sale of certain in-the-ear hearing aids.

The Commission has initiated a preliminary inquiry into the complaint to determine whether there is good reason for a full investigation and if so, if the Commission should recommend to the President the issuance of a temporary order of exclusion from entry into the U.S.

A copy of the complaint is available for public inspection at the Office of the Secretary, Tariff Commission, 8th and E Sts., NW., Washington, and in Rm. 437, Customhouse, New York.

Help for investors

Are you considering investment in emerging world areas? Do you wish to license your technical know-how in developing countries? Do you require guidance in implementing your investment decision?

For assistance on specific investment problems in lesser developed parts of the world, contact the Bureau of International Commerce, Office of International Investment, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Area Code 202, WOrth 7-4065.

METAL DEVELOPMENT

A firm which owns property in New South Wales with large deposits of blue metal, sand and gravel is interested in an arrangement with a U.S. firm to develop these deposits.

Write: P. T. Hodgkinson, "Weonga", Walman, N.S.W., Australia.

Jamaica, Ivory Coast sign World Bank convention on investment disputes

The Convention on Settlement of Investment disputes, submitted to governments by the Executive Directors of the World Bank, was signed by Jamaica on June 23 and the Ivory Coast on June 30. The National Assembly of the Ivory Coast has also authorized ratification of the Convention.

Tunisia and the United Kingdom had signed earlier making a total of four signatories to date.

Nigeria and Pakistan have informed the World Bank that they would sign the Convention soon.

The Convention will enter into force after signature and ratification by 20 States.

EEC suspends more duties on imports

The European Economic Community has suspended duties, partially or totally, for the Jan. 7-Dec. 31 period on imports from third countries into all Member States of certain products of possible interest to U.S. exporters.

The following list shows the Common External Tariff numbers, products, suspended duty rates in percent ad valorem (followed by the regular CXT duties):

Ex 2927—Acrylonitrile, 7.0 (17); 1402BI—Vegetable hair, Free (3); ex 3819QIV—Silicon carbide briquettes, 12 (18); ex 4801EII—Japan paper (special long-fiber paper for manufacture of artificial gut), Free (16).

Other CXT duty suspensions, partial or total, for the periods, the Member State/s, and end-uses, as indicated, are (regular rates in parenthesis):

Ex 0201AII—Frozen beef and veal for processing, 7/1/65-9/30/65, all Member States, 7/1/65-9/14/65, Italy, for direct consumption as well as processing, 10 (20); ex 0102AII—Live cattle, weighing ea. less than 340 kg., 7/1/65-3/31/66, Free (16); ex 0102AII—Live cows, 6/30/65, Fr.Ger., 7 (16) and 7/1/65-9/12/65, 10 (16), with simultaneous suspension of any levies thereon.

Investment Opportunities

French company offers manufacturing license

A French firm offers licensing rights covering an invention for protecting buildings against the risk of uncontrolled fires.

The invention consists of providing cavities filled with water, within structural steel building components. The water remains static until a fire breaks out at which time the water is circulated.

By circulating the water, the temperature of the water in any one area is reduced thereby protecting the metal structures from extreme heat caused by a fire. The water circuits may also be used to spray water within an area to extinguish a fire.

In addition to the advantages of fire protection, it is reported that the mass of water may also serve to cool the interior of a building and have sound deadening properties.

For the name and address of the firm and a copy of the U.S. patent, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to File 1333.

Mexican firm asks U.S. help in developing gypsum deposit

A new Tampico firm seeks U.S. assistance to develop a gypsum deposit in Rio Verde, S.L.P. Ejido de Angostura, acquired through a concession granted the firm by the Secretaria del Patronato Nacional.

The firm is interested in obtaining capital and technical know-how to develop the gypsum deposit.

Complete information may be obtained directly from the firm.

Write: Yeso-Mex. Progreso, 104 Sur Gral. C. Lopez de Lara (Desp. 103), Tampico, Tamps, Mexico.

JOINT VENTURE

A French company engaged in rural public works and related activities wishes to conclude joint-venture agreements with a U.S. company for exploitation of calcareous deposits and for establishment of a cement plant.

Write: "TARSO" (Entreprise de Travaux Publics Agricoles et Ruraux du Sud-Ouest), at Saint-Savinien, Charente-Maritime, France. WTD.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 60598, Department of Commerce, Washington, D.C. 20230.

Honduras to purchase U.S. agricultural machinery

U.S. agricultural equipment, including pick-up trucks, trailers and tractors, will be purchased by the Honduran Government for its program of rural development.

The Government's program is aimed primarily at improving local diet, with emphasis on seed improvement, livestock pest control and expanded use of agricultural machinery.

The equipment will be used to clear and improve land in the San Pedro Sula (Atlantic coast) and Choluteca (Pacific coast) regions. Honduras is presently engaged in the development of more modern agricultural techniques, including use of fertilizers and mechanical clearing of land.

The purchases will be made through a $420,000 Alliance for Progress credit, authorized to the Honduran Government by the Export-Import Bank. The credit is repayable in five years, beginning in 1967.

Pakistan poultry feed study available to U.S. investors

The Investment Advisory Centre of Pakistan has prepared a booklet, the "Poultry Feed Market Survey Report," which may interest U.S. firms contemplating investment in Pakistan's poultry industry.

According to the 25-page report there is only one manufacturer of poultry feed in Pakistan which has all the potentialities for developing poultry on scientific lines given proper incentive and guidance in the preparation of standard feeds.

Cost of feed is high but the survey indicates it can be reduced appreciably with technical guidance and careful selection of essential raw materials.

Pakistan is reported to have available the basic raw materials required for well balanced poultry rations with imported ingredients amounting to not more than 5% to 10% of total cost.

To obtain a copy of the report, **write:** Investment Advisory Centre of Pakistan, Farid Chambers, Victory Rd., Karachi, Pakistan.

PAPER PRODUCTS

A firm which pioneered production of polyvinlidence chloride (Saran) coated paper in the United Kingdom seeks new products of the specialty laminated/coated type or complementary products such as pressure adhesive papers and delayed action heat sealed papers.

Write: George Stark & Sons, Ltd., Grove Park Paper Mills, 188 N. Woodside Rd., Glasgow, NW., Scotland. WTD.

MACHINE TOOLS

License sought for the manufacture of machine tools used in production of hand tools for industrial purposes and for production of machine tools to manufacture tools for the automobile industry.

Write: Alex Brons, Maschinenbau, 133 Berrenratherstrasse, 5 Koeln-Suelz, Germany. WTD.

GLASS CLOSURES

A German manufacturer of aluminum tin plated, screw-on lids and tin plated special closures for preserve glasses is interested in being licensed by U.S. companies for the manufacture of aluminum and tin plated closures for preserve glasses.

Write: Joh. Moritz Rump, 599 Altena/Westf., Germany. WTD.

Bids sought in Libya on land reclamation

The National Agricultural Settlement Authority (NASA) of the Kingdom of Libya invites bids for land reclamation in the Jebel Akhdar region about 46 miles east of Benghazi and Derna, Cyrenaica.

Tender documents including specifications and conditions can be obtained for U.S. $14 from the NASA offices at Sciara Ben Ashur, Tripoli, or Sciara Istiklal at Benghazi.

Bids should be air-mailed or delivered to the NASA office, P.O. Box 2485, Tripoli by noon on July 24. Bids must be submitted in sealed envelopes and accompanied by certified check or bank guaranty for 2% of the proposed bid. Unsuccessful bidders' deposits will be returned.

The area to be reclaimed is 10,000 hectars, plus or minus 20%. The project will be started this year, after signing of contract, and completion is not to exceed three years.

The tender documents include:

Plan maps, scale 1 to 25,000 showing the exact location of areas to be reclaimed.

Aerial photographs, scale 1 to 15,000 for study;

Forestry data showing varieties of foliage for whole area to be reclaimed;

Basic information showing where removed stones, trees and roots are to be placed from cleared land, and all other technical information required to commence operations;

Contour maps progressively available after one month of signing the contract.

Tenderers must submit bids based on a per-hectare unit for reclamation of Forestry only; forestry and stones; stones only; terracing (which may also include the above), and deep plowing not less than 20 inches deep where required.

Companies should stipulate in their bid their proposed schedule of work. NASA engineers will be available at the Tripoli and Benghazi offices for consultation on technical details of this tender, also to accompany prospective bidders of the areas included in the reclamation project.

Brazil seeks prequalification bids on four steel penstocks

The Central Electrica de Furnas S.A., Rio de Janeiro, Brazil, is seeking applicants to prequalify to bid on the design, manufacture and delivery of four steel penstocks which will be installed at the Estreito Power Plant on the Rio Grande River, State of Sao Paulo.

Each penstock should be 9.3 yards wide and 109.4 yards long complete with expansion joints, stiffeners and manholes.

The bid deadline is 4 p.m. July 26 for applications to be received in the main office of the Central Electrica de Furnas S.A., Rua Sao Jose 90, 3° andar, Rio de Janeiro, ZC-21, State of Guanabara, Brazil.

Applicants for prequalification must submit adequate information on at least the following items:

Experience in the design and manufacture of large diameter steel penstocks; orders in hand and scheduled deliveries; description of manufacturing facilities and annual capacity of production, in metric tons, and financial statement and volume of sales in the three last years.

In fulfilling the condition in the first item, manufacturers may present their application together with a firm with large experience in the design of large penstocks. The responsibility for the bid and for the contractual obligations of the eventual supply of penstocks, however, will lie totally with the manufacturer.

Railroad tie equipment bids sought by Turkey for plant

The State Railways Administration, TCDD, Merkez Alim ve Satim Komisyonu Reisligi, Ankara, is requesting bids on railway tie end milling (gauging) and drilling facilities. The equipment and facilities will be used for a stationary plant composed of tie end strapping facilities; combined milling and drilling machine; creosote impregnating facility, and railway car loading system.

Bid deadline is July 26.

Copies of the specifications are available from Modern Tercume Burosu, Menekse Sokak No. 20/7, Kizilay, Ankara for $4.50, or on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-5589).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lounsac-Sagn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6002 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588667.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-3850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15219, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phones: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

Motion picture studio in Iraq needs equipment

The Directorate of State & Cinema, Baghdad, Iraq, has begun work on the establishment of a new motion picture studio. The new studio will be completely equipped for the production of 16-mm. and 35-mm. newsreels, documentary and training films.

A partial list of anticipated equipment needs for budgetary purposes, submitted by the studio manager, consists of a 16-35-mm. developing machine, a cleaning and waxing machine, 35-mm. contact printer, rewinders, magnetic-optical reproducers, portable recorder, looping projector, studio cameras, editing equipment, and studio lighting equipment. Simplicity of operation and maintenance is most desirable. The Baghdad power supply is 230 volts at 50 cycles. Also necessary are the services of an installation engineer who will remain for a two to six month training period.

Equipment furnished should be able to withstand the Baghdad heat and sand conditions. Portable equipment should be light but sturdy, due to rough roads. Transportation to Baghdad requires extreme care in bracing and packing.

Interested U.S. manufacturers and dealers should submit informal bids and descriptive literature to Mr. Victor Haddad, Manager, Cinema & Service Co., Baghdad, Iraq. The equipment is requested within six to eight months; however, the essential production equipment may be acquired first, with added refinements and facilities being purchased later.

Japan seeks construction bids on expressway section

International bids are being invited for "KODAN" by Japan's Highway Public Corp. for the construction works of "K" project, which is a section of the Tokyo-Nagoya Expressway.

The project will include the construction of cutting, embankment, bridges, underpass structures and other work but not the pavement. Steel and portland cement will be furnished by Kodan. Subletting of the major part of the work will not be permitted.

Prequalifications and bidders invitations should be submitted to the Contract Section, Procurement & Right of Way Department of the Head Office of the KODAN (No. 1, 1-Chome, Shiba Tamura-cho, Minato-ku Tokyo, Tel Tokyo (503) 0111) to be received before 5 p.m. on July 19.

A copy of the announcement outlining the construction project and instructions for prospective bidders located in the U.S. is available on a loan basis from the Building Materials & Construction Industries Division, Rm. 4014, BDSA (6460), Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3601).

Ceylon extends bid deadline

The Department of Electrical Undertakings for the Ceylon Government has extended the deadline to July 30 for bids on construction of the Makeliya Oya Hydro-electric Project. (INTERNATIONAL COMMERCE, June 28, p. 70, May 24, p. 50).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunties obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

010 Commercial farms

BELGIUM—Fresh cranberries; direct purchase and agency. Unifruit S.P.R.L. (importer, exporter), 27 Blvd. d'Ypres, Brussels. WTD 6/2/65.

013 Livestock farms

ITALY—Bovine cattle, especially calves 20/25 days old. Direct purchase and agency. Nordis International del Dr. Bruno di Segni (importer, agent), Via Lagrange 35, Torino. WTD 4/27/65.

201 Meat products

FRANCE—Edible meat offals; slaughtering by-products. Etablissements Bouillard Freres & Cie (importer, wholesaler), Rue de la Republique, Villeneuve-Soissons (Aisne). WTD 4/16/65.

Canned pork, beef, poultry preparations of wide distribution: corned beef, canned ham, chicken hash, etc. Direct purchase and agency. Requests replies in French. Ets. Jean Salle (manufacturer, wholesaler), 25 rue de Paris, Bobigny (Seine). WTD 12/19/63.

203 Canning, preserving foods

AUSTRALIA—Canned berries, including blackberries, loganberries, strawberries, in No. 10 or one lb. tins. W. K. King Pty. Ltd. (importer, manufacturers' representative), Endeavor House, 33 Macquarie Place, Sydney. WTD 6/22/65.

FRANCE—Canned food products: pulse. Requests replies in French. Societe C. Velly & H. Duperrier (importer, dealer), 15 Ave. de l'Opera, Paris 1er. WTD 2/14/64.

Canned food products of wide distribution: soups; baby foods; pulse; juices: grape fruit, lemon, apricot. Direct purchase and agency. Requests replies in French. Ets. J. Salle (manufacturer, wholesaler), 25 Rue de Paris, Bobigny (Seine). WTD 12/19/63.

204 Grain mill products

FRANCE—Raw products for feedstuff (livestock). Etablissements Maurice Riff (manufacturer, importer, dealer), 41 rue du Petit-Bruxelles, Valenciennes, Nord. WTD 4/16/65.

Prepared feeds for animals and fowls. Societe Porvigor-Supranimal (manufacturer and dealer), 12 Place Eugene-Andrieu, Doullens, Somme. WTD 4/27/65.

207 Confectionery

BELGIUM—Chewing gum (bubble gum), pharmaceutical chewing gum, chocolates, other confectioneries; direct purchase and agency. Ets. Dagneaux S.P.R.L. (importer, exporter, manufacturer, agent), 331 Chaussee de Bruxelles, Lodelinsart. WTD 6/3/65.

FRANCE—Packaged salted and roasted peanuts, other nuts. Direct purchase and agency. Requests replies in French. Ets. Jean Salle (manufacturer, wholesaler), 25 Rue de Paris, Bobigny (Seine). WTD 12/19/63.

208 Beverage industries

FRANCE—American bourbon; bottled or canned beer. Direct purchase and agency. Requests replies in French. Ets. Jean Salle (manufacturer, wholesaler). 25 Rue de Paris, Bobigny (Seine). WTD 12/19/63.

209 Food preparations

FRANCE—Bottled honey. Direct purchase and agency. Requests replies in French. Ets. Jean Salle (manufacturer, wholesaler), 25 Rue de Paris, Bobigny (Seine). WTD 12/19/63.

GREECE—Vegetable oils: tall oil, soya oil, sunflower oil, cottonseed oil, coconut oil, tallow, olive kernel oil, tung oil, linseed oil. Manufacturer of synthetic resins, paints, enamels, insulating compounds, etc., wishes to import for own newly established industry. Polychem Ltd., 17 Voulis St., Athens 126. WTD 6/21/65.

220 Textile mill products

AUSTRALIA—Fabrics for manufacture of women's coats and suits. Rich Creations Pty. Ltd. (manufacturer), 50 Flinders Lane, Melbourne, Victoria. WTD 6/18/65.

HONG KONG—Wool, nylon, cotton, mixed upholstery fabrics. Acro Trading Co. (im-

UAR extends bid deadline

The Yemen Oil Co., Egyptian General Petroleum Corp., 44 Messaha St., Dokki, Cairo, has extended the bid deadline for various refinery equipment to be installed at the petroleum installations located at Hodieda and Sanaa to Aug. 20 (INTERNATIONAL COMMERCE, June 14, p. 76).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

porter, exporter), 28 Electric Road (P.O. Box 13504), Hong Kong. WTD 6/18/65.

221 Broad woven fabric mills, cotton

AUSTRIA—Elastic backing, 86% cotton, 14% spandex (or similar), width 43" (55"), for quilted skiwear. Edward Bower, Wien, K.G. (manufacturer), Zrinyigasse 48, Vienna XX. WTD 5/18/65.

224 Narrow fabrics, smallware mills

BELGIUM—Ribbons; tulle, satin, fancy. Rubanerie Demunter & Cie., S.P.R.L. (importer), 19 Avenue du Boulevard, Brussels 1. WTD 6/3/65.

225 Knitting mills

SWEDEN—Unassorted nylon stockings for women. I. Fardby (importer, manufacturer), Kalendervagen 1, Goteborg N. WTD 6/17/65.

228 Yarn, thread mills, products

AUSTRALIA—Yarns of man-made fiber for manufacture of fabrics suitable for dresswear, suiting, sportswear, furnishing, industrial use. Bruck Mills (Australia) Ltd. (manufacturer, distributor), 143 Queen St., Melbourne, Victoria. WTD 3/19/65.

MALTA—Continuous nylon filament yarn, type '66'; large quantities. Malta Synthetics Ltd. (manufacturers, exporters), The Industrial Estate, Marsa. WTD 6/16/65.

229 Textile goods

RHODESIA—PVC sheeting and leatherette for travel goods and handbags. Damic (Pvt.) Ltd. (manufacturers, importers, distributors), P.O. Box 2005, Bulawayo. WTD 5/14/64.

230 Apparel

AUSTRALIA—Exclusive men's and women's outergarments; direct purchase and agency. Colonial Sales Corp. Pty. Ltd., 428 St. Kilda Rd., Melbourne, Victoria. WTD 3/19/65.

231 Men's, youths', boys' suits, coats, overcoats

BELGIUM—Ready made outer clothing for men, women, children; direct purchase and/or agency. Comptoir de Vente Chas MacIntosh (importer, manufacturer, wholesaler), 5 Square de l'Aviation, Brussels 7. WTD 6/2/65.

237 Fur goods

BELGIUM—Fur and fur pelts; direct purchase and agency. Ets. Paul Van Beneden & Co., S.P.R.L. (importer, exporter, wholesaler, manufacturer), 51 Blvd. du Jardin Botanique, Brussels 1. WTD 6/9/65.

241 Logging camps, logging contractors

BELGIUM—Walnut logs in veneer quality. S.A. Bomaco, (importer, exporter), 1422 Chaussee de Gand, Berchem, Brussels. WTD 6/11/65.

249 Wood products

FRANCE—Wooden ash-trays for advertising. Societe d'Etudes, de Diffusion & d'Impression-Groupe S.E.D.I.P 84 Rue de Maubeuge, Paris 9e. WTD 3/23/65.

263 Paperboard mills, products

FRANCE—Unfinished cardboard (rolls): 450 to 800 grs. per square meter, density 1.20, with no foreign material; inexpensive; of a quality suitable for clothing patterns and templates. M.I.C.E.L. (manufacturer, wholesaler, importer), 3 Ave. Aristide-Briand, Cachan (Seine). WTD 4/26/65.

264 Converted paper, paperboard products

FRANCE—Packaging items: bags, envelopes, packing tags, labels. Stationery: notebooks, pads, tablets (writing paper grade). Roleo Stern (manufacturer, wholesaler), 76-78, Ave. des Champs Elysees, Paris, 8e. WTD 4/13/65.

Leatherbound notebooks and desk pads for advertising; direct purchase and agency. Societe d'Etudes, de Diffusion & d'Impression-Groupe S.E.D.I.P. 84 Rue de Maubeuge, Paris 9e. WTD 3/23/65.

265 Paperboard containers, boxes

FRANCE—Packaging items such as folding paperboard boxes and set-up paperboard boxes. Roleo Stern (manufacturer, wholesaler), 76-78 Ave. des Champs Elysees, Paris, 8e. WTD 4/13/65.

266 Building paper, board mills

HONG KONG—Ceiling tiles, acoustical type. Acro Trading Co. (importer, exporter), 28 Electric Rd. (P.O. Box 13504), Hong Kong. WTD 6/18/65.

281 Industrial chemicals

BELGIUM—400 tons of Monoethylene Glycol in bulk, 300 tons Acetone CP in bulk, with price quotations cif Antwerp. Direct purchase and agency. Etablissements Roland Freres S.A. (importer, exporter, wholesaler), 4 Rue de la Petite Ile, Brussels. WTD 6/11/65.

BRAZIL—Industrial chemicals in general. Direct purchase and agency. Requests catalogs. Brasvit Comercio Importacao e Exportacao Ltda. (agent), Rua Francisco Serrador 90, 3° andar, grupo 301, Caixa Postal 1278 ZC-00, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 6/22/65.

Industrial chemicals in general; requests quotations cif Rio de Janeiro, catalogs, literature. Direct purchase and agency. Stanley Rygler (agent), Avenida Presidente Vargas 446, 14° andar, sala 1401, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 6/23/65.

CEYLON—Gasoline additives. Walker Sons & Co., Ltd. (wholesaler, retailer), Sales, Advertising Dept., P.O. Box No. 166, Colombo. WTD 9/24/64.

GREECE—Industrial chemicals: Epicote 1001, epicote 815, T.D.I., phthalic anhydride, trimethylol propane, glycerol, pentaerythritol, ethylene glycol, urea, haphthenic acid, maleic anhydride, phenol, formaldehyde, propylene glycol, styrene, methyl isobutyl ketone, methyl ethyl ketone, isopropyl alcohol, toluene, xylene, mineral spirits, dimethyl acetamide, trichloroethylene, 2-ethylexanol isodanol, lithopone, iron oxide, zinc oxide, versamide 100. Polychem Ltd. (manufacturer, wholesaler), 17 Voulis St., Athens 126. WTD 6/21/65.

282 Synthetic materials

FINLAND—Polyurethane resins and related chemicals; raw materials for plastics manufacturing use; requests full details, prices, terms; direct purchase or agency. Marner Oy (importer, wholesaler, agent), Fredrikinkatu 45 A, Helsinki. WTD 5/28/65.

GREECE—Synthetic rubber, in blocks, lumps, other forms. Wishes to obtain exclusive agency for purpose of placing orders on behalf of local industries. Tzouros & Carras (sales agent), 31 Satovriandou St., Athens 101. WTD 6/22/65.

Polyethylene, PVC, Polysterene (scrap), Melamine. Polychem Ltd. (manufacturer, wholesaler) 17 Voulis St., Athens 126. WTD 6/21/65.

HONG KONG—Plastic scrap, thin sheets, colorless base, assorted sizes, minimum 3 x 4", polythene scrap suitable for reprocessing for use in blow- or injection-molding machines. J. L. Robinson & Co., Ltd. (importer, exporter), 514-516 Holland House (General P.O. Box 802), Hong Kong. WTD 12/4/64.

283 Drugs

BELGIUM—Medical pharmaceutical specialties; Direct purchase or agency, for Belgium and Luxembourg; requests replies in French or Dutch. ITALSEBER Produits Pharmaceutiques (importer), 56 Avenue Cardinal Mercier, Namur. WTD in preparation.

Ethical pharmaceutical specialties of all types. Medium sized importer seeks direct purchase and agency arrangement for Belgium and Luxembourg. Vitapharma, 267 Ave. Louise, Brussels 5. WTD 12/17/64.

BRAZIL—Medicinal chemicals in general. Direct purchase and agency. Requests catalogs. Brasvit Comercio Importacao e Exportacao Ltda. (agent), Rua Francisco Serrador 90, 3° andar, grupo 301, Caixa Postal 1278 ZC-00, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 6/22/65.

Medicinal chemicals in general; requests quotations cif Rio de Janeiro, catalogs. Direct purchase and agency. Stanley Rygler (agent), Ave. Presidente Vargas 446, 14° andar, sala 1401, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 6/23/65.

FRANCE—Veterinary pharmaceutical preparations. Societe Porvigor-Supranimal (manufacturer, dealer), 12 Place Eugene-Andrieu, Doullens, Somme. WTD 4/27/65.

HONG KONG—Specific drugs and pharmaceuticals. Prices to be quoted C and F Hong Kong. Samples and medical literature requested. Danby & Hance, Ltd. (importer), 405 Edinburgh House, Queen's Road Central (P.O. Box 2419), Hong Kong. WTD 2/25/64.

NETHERLANDS—Medicines: patent medicines, drugs, biochemicals, pharmaceuticals. Requests descriptive literature, price lists. Direct purchase and exclusive representation for The Netherlands. Trade Opportunities Staff, BDSA-6192, Rm. 4203, Box No. AM-69, U.S. Department of Commerce, Washington, D.C. 20230.

PAKISTAN—Pharmaceuticals, druggist preparations and veterinary preparations. Lahore Chemical & Pharmaceutical Works Ltd. (manufacturer), 53 The Mall, Lahore, West Pakistan. WTD 6/14/65.

Chemicals for paper, textile, plastic and petroleum industries; direct purchase and agency. Belgeco (importer, representative, exporter, manufacturer), 115 Avenue de l'Armee, Brussels 1. WTD 6/9/65.

284 Soap, detergent, cleaning preparations, perfume, cosmetics

BELGIUM—Cosmetics, all kinds; toiletries; direct purchase and agency. Sipar S.A. (importer, wholesaler), 18 Blvd. Baudouin, Brussels 1. WTD 6/4/65.

287 Agricultural chemicals

BRAZIL—Fertilizer materials in general; manufacturer wants to import for own use and resale. Requests replies in Spanish, Italian, or Portuguese. Fabrica de Adubos Barra do Pirai Ltda., Praca Nilo Pecanha 144, 3° andar, Barra do Pirai, Estado do Rio de Janeiro. WTD 6/22/65.

JORDAN—DDT water dispersible powder, in bulk. Yousef Nassar & Co. (importers, commission agents), P.O. Box 1019, Amman. WTD 6/22/65.

289 Chemical products

BELGIUM—Glues for use in office and/or household; seeks to import or obtain agency for Belgium and Luxembourg. Manufacture Belge des Encres a Ecrire—Bouhon (importer, exporter, wholesaler, manufacturer), 301 Avenue de la Reine, Brussels. WTD 6/11/65.

ITALY—Naphthenic acids, AV 180/190 and AV 220/230, distilled. Aziende Chimiche Vittorio Barbini (importer, exporter, manufacturer), Via Forte Marghera 4, P.O. Box 315, Mestre, Venezia. WTD 6/18/65.

291 Petroleum refining

● **SUDAN**—Supply 200 m.t. superheated steam locomotive cylinder oil. Contract tender No. 3249, bid deadline noon, July 29. Tender for supply are received in the Office of Controller of Stores, Atbara, or tender may be sent to Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James-S, London S.W.1. ★(Telephone: 202-WO 7-2355).

301 Tires, tubes

● **CEYLON**—Tires, tubes, flaps for commercial vehicles, 78,809 various sizes and ply. Bid deadline August 11. The Chairman, Tender Board, Ceylon Transport Board, 200, Kirula Rd., Colombo.★ (Telephone: 202-WO 7-3381).

306 Fabricated rubber products

SWITZERLAND—Industrial rubber goods, extruded and lathecut. Johannsen & Co. (importer, exporter, retailer), Rennweg 39, 8001 Zurich. WTD 5/11/65.

307 Plastic products

BELGIUM—Coverings in plastic; tile or sheet, for floors, stairways, walls. Seeks exclusive agency for Belgium, Netherlands, Luxembourg; requests replies in French. Linoplastic (importer, agent), Rhode St. Genese. WTD in preparation.

FRANCE—Miscellaneous finished plastic products, of a novelty character, for advertising; gadgets. Direct purchase and agency. Manufacture de Produits Plastiques (manufacturer, dealer), Blaringhem, (Nord). WTD 4/23/65.

Various types of gadgets and packaging items made of plastics. Roleo Stern (manufacturer, wholesaler), 76-78 Ave. Champs Elysees, Paris 8e. WTD 4/13/65.

All kinds of small plastic items to be used as advertising gifts; direct purchase and agency. Societe d'Etudes, de Diffusion & d'Impression-Groupe S.E.D.I.P. 84 Rue de Maubeuge, Paris 9e. WTD 3/23/65.

HONG KONG—Floor coverings made of vinyl plastic materials and of other new products. Acro Trading Co. (importer, exporter), 28 Electric Road (P.O. Box 13504), Hong Kong. WTD 6/18/65.

GERMANY—Plastic materials for manufacture of shoes; cif prices. Koenigskinder Schuhfabriken Artur Frick (manufacturer, importer, exporter, wholesaler, retailer), 6781 Merzalben/Pfalz, West Germany. WTD 6/24/65.

SWITZERLAND—Sheets, rods, tubes, other semi-finished shapes made of Teflon. Hydraulic tubing made of polyamide reinforced by fiber glass or polyester fiber. Johannsen & Co. (importers, exporters, retailers), Rennweg 39, 8001 Zurich. WTD 5/11/65.

311 Leather tanning, finishing

BELGIUM—Leather, all kinds, for shoes, clothing, all types of leather products. Medium sized importer, wholesaler and commission agent wants to import or obtain agency for Belgium, Netherlands and Luxembourg. Etablissements J.R. Close & Fils (importer, exporter, representative), 12 Rue de l'Autonomie, Brussels 7. WTD 6/3/65.

GERMANY—Leather for manufacture of shoes; cif prices. Koenigskinder Schuhfabrik Artur Frick (manufacturer, importer, exporter, wholesaler, retailer), 6781 Merzalben/Pfalz, West Germany. WTD 6/24/65.

ITALY—Chamois leather, other natural and artificial leather for automobile, airplane upholstery, clothing. Direct purchase and agency. Giuffrida Pietro (wholesaler, importer), Corso Re Umberto 21/bis, Turin. WTD 6/17/65.

317 Handbags, personal leather goods

FRANCE—Cheap types of wallets, billfolds, key cases, cigarette cases, to be used as advertising gifts; direct purchase and agency. Societe d'Etudes, de Diffusion & d'Impression-Groupe S.E.D.I.P., 84 Rue de Maubeuge, Paris 9e. WTD 3/23/65.

319 Leather goods

FRANCE—Cheap types of leather desk sets, to be used as advertising gifts; direct purchase and agency. Societe d'Etudes, de Diffusion & d'Impression-Groupe S.E.D.I.P., 84 Rue de Maubeuge, Paris 9e. WTD 3/23/65.

321 Flat glass

GREECE—Plexiglas for fabrication of electric fixtures. Can place orders for own account. Michel Massios (importer), 8 Aristotelous St., Thessaloniki. WTD 6/22/65.

326 Pottery, related products

SOUTH AFRICA—Ceramic figurines, statuettes. Electrical & Hardware Distributors (Pty.) Ltd. (importing distributor), P.O. Box 3862, Cape Town. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

SWITZERLAND—Metal gaskets; metal, gas filled O-rings. Johannsen & Co. (importers, exporters, retailers), Rennweg 39, 8001 Zurich. WTD 5/11/65.

331 Steel mill products

BRAZIL—Tin plates; canner requests quotations cif Rio de Janeiro and fob, payment terms. Atlantic Industrial de Conservas S.A., Avenida Ernani Amaral Peixoto 36, 13° andar, Niteroi, Estado de Rio de Janeiro. WTD 6/23/65.

336 Nonferrous foundries

FRANCE—Aluminum kitchen utensils. Roleo Stern (manufacturer, wholesaler), 76-78 Ave. des Champs Elysees, Paris, 8e. WTD 4/13/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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342 Cutlery, hand tools, general hardware

AUSTRALIA—Interested in new lines for yacht and boat fittings in stainless steel, nylon, plastic, bronze. Direct purchase and agency. Inglis, Smith & Co. Pty. Ltd. (manufacturer, importer, distributor), Cnr. Spencer & Flinders Sts., Melbourne, C.1., Victoria. WTD 6/18/65.

BRAZIL—Hand tools in general. Direct purchase and agency. Requests catalogs. Brasvit Comercio Importacao e Exportacao Ltda. (agent, representative), Rua Francisco Serrador 90, 3° andar, grupo 301, Caixa Postal 1278 ZC-00, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 6/22/65.

FRANCE—Household hardware, all kinds. Roleo Stern (manufacturer, wholesaler), 76-78, Ave. des Champs Elysees, Paris, 8e. WTD 4/13/65.

RHODESIA—Good quality metal fittings for use in manufacture of travel goods and handbags. Damic (Pvt.) Ltd. (manufacturers, exporters, distributors), P.O. Box 2005, Bulawayo. WTD 5/14/64.

344 Fabricated structural metal products

KUWAIT—Hot dip galvanizing tank, 5' x 5' x 3' high. Mohammed Abdul Mohsin Al Kharafi (importer, contractor, manufacturer, mfgr.'s representative), P.O. Box 647, Kuwait. WTD 12/7/64.

NEW ZEALAND—Glass lined silos with automatic loaders and unloaders. Direct purchase and agency. Mr. Leggett, Andrews & Beaven Ltd. (importers, distributors), 203-205 Cashel St., Christchurch, C.1. WTD in preparation.

YEMEN ARAB REPUBLIC—Metal window frames, sashes, brackets, hinges, for general building construction. For use in company's construction projects; direct purchase only. Requests air mail replies. Yemen Engineering & Contracting Co. (general contractor), P.O. Box 12, Sanaa. WTD 4/20/65.

346 Metal stampings

FRANCE—Porcelain enameled cooking kitchen utensils; stamped and pressed metal cooking and kitchen household utensils. Roleo Stern (manufacturer, wholesaler), 76-78 Ave. des Champs Elysees, Paris, 8e. WTD 4/13/65.

349 Fabricated metal products

● **BURMA**—200 lineal ft. 4" dia. pipe; one

4" dia. expansion bend; 16 standard right angle steam bends; 8 steam valves-4" diameter; 20 pipe flanges for 4" steam pipe; 4 steam traps for 4" pipe. Tender No. 90/CS/64-65/GOVT., bid deadline July 16. Division Manager Construction Stores No. (1) Division, People's Stores Corp., St. Johns Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

● **IRAN**—Supply of 550 springs for railroad freight cars for Iranian State Railways. Tender No. 44/246-257-244-254, bid deadline Aug. 21. Iranian State Railways, Maydane Rah Aban, Tehran. Copy of general conditions, specification and drawings available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

LUXEMBOURG—Small metal barrels for beer, for sale to persons for home use. Interpublicite (public relation firm), 2 av. de la Port-Neuve, Luxembourg Ville. WTD in preparation.

NETHERLANDS—High pressure range of pipe fittings for industrial use; 37° flare fittings and hydraulic components. Exclusive agency representation requested. P.L.W. de Ridder & Co. N.V. (manufacturer, importer, sales agent), 13 Amsterdamsestraatweg, Naarden. WTD 5/25/65.

351 Engines, turbines

MALAYSIA—Diesel engines except truck and bus types; 750 r.p.m. and under. Ban Guan Hin (K.L.) Ltd. (importer, retailer, indent agent, wholesaler, manufacturer), 17 & 19 Jalan Silang, Kuala Lumpur. WTD 5/3/65.

PORTUGAL—Industrial machinery and equipment driven by butane and propane gas; all types. Sociedades Reunidas Reis, Lda. (importer, manufacturer), Rossio 102, Lisbon. WTD 12/4/64.

352 Farm machinery

FRANCE—Agricultural hand-driven and power-driven spray pumps; interior farm equipment and machines. Renson & Cie (Usines de Landrecies) (manufacturer, importer, dealer), Landrecies (Nord). WTD 4/26/65.

Equipment for preparation of compound feedstuffs for poultry and cattle. Societe "S.A.P.O.C." (manufacturer, dealer), Le Mine, Solesmes, (Sarthe). WTD 4/16/65.

ITALY—High pressure hay and forage balers. Macola s.n.c. (importer, wholesaler, retailer, exporter), Via Venezia 22, Padova. WTD 6/18/65.

MALAYSIA—Lawn mowers, gasoline driven. Ban Guan Hin (K.L.) Ltd. (importer, retailer, indent agent, wholesaler, manufacturer), 17 & 19 Jalan Siland, Kuala Lumpur. WTD 5/3/65.

353 Construction, mining, material handling machinery

AUSTRALIA—Additional lines for compacting, finishing and cutting concrete; cif prices must be competitive. Direct purchase and agency. Flextool Sales Pty. Ltd. (manufacturer, importer, wholesaler, retailer), 213 Wellington St., Collingwood, Victoria. WTD 5/7/65.

● One bucket-wheel excavator, electrically powered, capable of digging 2100 cu. yd. of brown coal or 1600 cu. yd. of sold overburden per hour from 60 ft. high face embankment. Tender and specification No. 65-66/13, bid deadline Aug. 16. The Secretary, State Electricity Commission of Victoria, 22-32 William St., Melbourne, C.1., Victoria.★ (Telephone: 202-WO 7-5566).

BELGIUM—Chain and belt conveyors; related modern conveying equipment. Direct purchase and agency. R. Veldeman & Zoon (importer, exporter, wholesaler), 18 bis Grote Baan, Waasmunster. WTD 6/21/65.

BRAZIL—Road construction and maintenance machinery. Requests catalogs, literature. Direct purchase or agency. S. Rangel S.A. Engenharia Comercio e Industria (distributor, representative), Avenida Beira Mar 216, 7° andar, Grupo 704, Rio de Janeiro ZC-39, Estado da Guanabara. WTD 6/17/65.

FRANCE—spare parts for caterpillar tractors. Direct purchase and agency. Jean Bonnaire (importer, wholesaler), 9 Ave. de Versailles, Paris 16e. WTD 4/26/65.

GERMANY—All sorts of construction and earth moving machinery. Eisen-Richter (importer, wholesaler, retailer, sales agent), 61 Darmstadt, Rheinstrasse 29-33, West Germany. WTD 6/21/65.

● **INDIA**—Two 30-ton power travelled single drum type overhead electric hoists. Tender No. 946/BPO/P-139/PR/51403, bid deadline Aug. 2. Chief Purchase Officer, Beas Purchase Organization, Talwara Township. Distt. Hoshiarpur, Punjab. Tenders available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008 (Ref. D/Enq/1771).★ (Telephone: 202-WO 7-5589).

● 14 off-highway haulers, rear dump, 200-250 hp Cummins diesel powered, tender No. 931/A-797/51417, bid deadline Aug. 26; 2 crane attachments for mounting on D-8 Cat tractor and conversion kit for mounting these attachments on Cat D-7 tractor, and a number of auxiliary attachments, tender No. 932A-801/PR/51420, bid deadline Sept 9. Tenders invited by Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt. Hoshiarpur, Punjab. Tender documents free of charge, refer to D/ENQ/1733, D/ENQ/1735 respectively, available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington D.C. 20008.

ITALY—Construction machinery: graders, used. Macola s.n.c. (importer, wholesaler, retailer, exporter), Via Venezia 22, Padova. WTD 6/18/65.

● **SUDAN**—Two 10-ton overhead electric travelling cranes. Tender No. 3312, bid deadline July 29. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.1.★ (Telephone: 202-WO 7-5589).

● **THAILAND**—15 motorized scrapers, 18 cu. yd. capacity, not less than 250 hp diesel engine; 5 motorized scrapers, 9 cu. yd. capacity, not less than 140 hp diesel engine; 6 crawler type tractor-dozers with straight blade and pusher block; 15 crawler type tractor-dozers with angline blade only; 2 crawler type tractor-dozers with straight blade and ripper attachments—not less than 250 hp each; 13 crawler type tractor dozers with angline blade, not less than 160 hp; 15 tandem drive mechanical controlled motor graders, not less than 115 hp; 1 crawler type trapezoidal-wheel ditcher; 4 self-propelled pneumatic tired rollers, 9 or 11 wheels, 14-15 ton working weight; not less than 60 hp; 2 double drum sheepfoot rollers, pulled type, 60" x 60" and 112-120 feet per drum; 20 off-highway haulers, 6 x 4 chassis, guw approximately 60,000 lbs. diesel engine not less than 200 hp. Each item in this invitation specifies numbers of spares or standby units; also specifies percentage of spare parts, Tender No. MK-1-1, bid deadline July 28. Royal Irrigation Dept., Samsen Rd., Bangkok. One copy of documents available for inspection only in ACME Division, Rm. 4025, U.S. Department of Commerce, Washington, D.C. 20230.

354 Metalworking machinery

AUSTRALIA—Industrial machine tools and production tooling equipment; direct purchase and agency. Ferrocast Pty. Ltd. (importers, manufacturers' representative), 560 Lonsdale St., Melbourne, C.1, Victoria. WTD 5/21/65.

BELGIUM—High precision machine tools such as: lathes, milling machines, planing machines, slotting machines; direct purchase and agency. Em. & P. Bodson (P. & F.) (importer, sales agent), 6, Quai Saint-Leonard, Liege. WTD 6/9/65.

Garage equipment, particularly rachet wrenches, air hose reels, grinding machines, sandblasting equipment, machines for putting metal studs on tires, and shock absorbers; direct purchase and/or agency. Etablissements R. Monoyer S.A. (importer, agency), 544-546 Chaussee de Waterloo, Brussels 6. WTD 6/3/65.

FRANCE—Drilling, boring and cutting machines for metalworking. Marcel Lefort & Fils (manufacturer), 61-67 Rue Carnot, Rosendael (Nord). WTD 6/24/65.

GERMANY—Metalworking tools and machinery, all types. Eisen-Richter (importer, wholesaler, retailer, sales agent), 61 Darmstadt, Rheinstrasse 29-33, West Germany. WTD 6/21/65.

LUXEMBOURG—Car washing equipment, automatic, including installation; in the $25,000 price range. Van Kasteren (service station), 10 Boulevard Roosevelt, Luxembourg Ville. WTD 8/64.

SWITZERLAND—Pneumatic tools: air sanders, grinders, polishing machines, drills. M. Hofmann & Cie. (importer), Libellenstrasse 50, Postfach 670, 6002 Luzern. WTD 3/15/65.

Grinding, milling machines; lathes; bending, shearing machines; presses; jigs and fixtures; punches; dies; subpresses; all kinds of machine tools. K. Gruetter Trading Ltd. (importer, commission agent), Bahnhofstrasse 26, 8304 Wallisellen. WTD 6/21/65.

High precision machine tools; particularly interested in automatic types. Evolvente AG (manufacturer, representative), Langacherstrasse, 8127 Forch. WTD 6/18/65.

355 Special industry machinery

● **ARGENTINA**—Supply and install seven 1,320,800 gallon, two 660,400 gallon and two 264,170 gallon spheric tanks for liquid butane and propane storage. Tender No. 5,726, bid deadline Sept. 9. Copies of conditions and specifications may be obtained from the buyer: Gas del. Estado, Alsina 1169, Buenos Aires for approx. $5.86. Specification in Spanish. One copy of specification available for review only, not for loan, from Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

356 General industrial machinery

AUSTRALIA—Packing room supplies and equipment such as wire and steel strapping tools and machinery, round and flat steel strapping, stapling equipment. Direct purchase and agency. Gerard Co. of Australasia Ltd. (importer, manufacturer, distributor), P.O. Box 4568, Melbourne, C.1., Victoria. WTD 3/19/65.

BRAZIL—Automatic packaging machines for general industrial use. Direct purchase and

agency. Requests catalogs. Brasvit Comercio Importacao e Exportacao Ltda. (agent), Rua Francisco Serrador 90, 3° andar, grupo 301, Caixa Postal 1278 ZC-00, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 6/22/65.

FINLAND—Packaging machines for general industrial use; requests full details, prices, terms; direct purchase or agency. Marner Oy (importer, wholesaler, agent), Fredrikinkatu 45 A, Helsinki. WTD 5/28/65.

FRANCE—Domestic hand pumps. Renson & Cie (Usines de Landrecies) (manufacturer, importer, dealer), Landrecies (Nord). WTD 4/26/65.

● **INDIA**—Six absolute type glove-box filters, with suitable prefilters. Tender No. AEE/P/CAP/10173, bid deadline July 21. Atomic Energy Establishment Trombay, (Purchase Division), Government of India, Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

MALAYSIA—Ball bearings, roller bearings, components. Ban Guan Hin (K.L.) Ltd. (importer, retailer, indent agent, wholesaler, manufacturer), 17 & 19 Jalan Silang, Kuala Lumpur. WTD 5/3/65.

MALTA—Packaging and wrapping machines for general industrial use. Interested in establishing new industry. Requests quotations, advice. C. Peregin & Sons (commission agents), 227 Prince of Wales Rd., Sliema. WTD 6/15/65.

NETHERLANDS—Filters for automotive and industrial use. Exclusive agency representation requested. Box TO-61, Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C.

357 Office, computing, accounting machines

BELGIUM—Office machines including calculaters, duplicators, accounting machines; except typewriters; direct purchase and/or agency. Societe d'Importation Directe de Machines Comptables—"S.I.D.M.A.C.", 59 Rue Jacques de Lalaing, Brussels 4. WTD 6/2/65.

358 Service industry machines

BELGIUM—Room air conditioning units. De Ronne & Tytgat P.V.B.A. (importer, installer), 27 Kraanlei, Ghent. WTD 6/25/65.

FINLAND—Small sewage water treatment units; requests descriptive literature, prices, terms; direct purchase or agency. Insinooritoimisto Kaiko Oy Fabianinkatu 9, Helsinki. WTD 11/9/64.

GERMANY—Ice cube machines, crushed ice machines, soda fountain equipment, food refrigeration equipment for restaurants. Direct purchase with exclusive sales rights in Germany or Europe. Ex factory or cif Hamburg. Sani-Serv Waechter & Co. KG. (importer, exporter, wholesaler, retailer, sales agent), 6 Frankfurt am Main, Obermainstrasse 17, West Germany. WTD 6/25/65.

ITALY—Wishes to receive offers and prices for machinery and equipment for an industrial refrigeration plant—20 centigrade, volume 400 or 500 cubic meters, capacity 200 or 250 metric tons of fish—to be located at Castellammare del Golfo (Trapani) or Trapani. Oceani S.p.A. (ship owner and fishing company), Castellammare del Golfo (Trapani). WTD 6/24/65.

SPAIN—Refrigeration units to be used for crop storage by members of cooperative group. Cooperativa Agricola De Valencia, Ave. Baron de Carcer 36, Valencia. WTD 6/22/65.

361 Electric transmission, distribution equipment

ITALY—Electrical fuses for commercial washing machines. Ozolight (manufacturer), Via Gradisca 47, Turin. WTD 6/17/65.

362 Electrical industrial apparatus

● **IRAN**—Supply of steel welding electrodes (16,500 kg) suitable for repair work on railway carriages. Tender No 44/108, bid deadline July 27. Iranian State Railways, Maydane Rah-ahan, Tehran.★ (Telephone: 202-WO 7-5652).

● **IRAQ**—12 skid mounted engine-driven welding sets, welding range: 50-350 amp. Tender No. EME/10/65, bid deadline July 27. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender documents may be obtained free of charge from the Military Attache, Embassy of Iraq, 3510 Garfield St., NW., Washington, D.C.

● **KOREA**—One marine diesel generating set, a.c., 225 v., 3 phase, 60 cycle, 125 kva and one diesel engine for marine use, 4 stroke, less than 750 rpm, more than 160 bhp with spare parts and accessories. Tender No. KFX-5075-P, bid deadline July 13. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4242).

363 Household appliances

BELGIUM—Electrical household appliances, 50 cycles; direct purchase or exclusive agency for Belgium and Luxembourg. Anvers Radio S.A. (importer, sales agent), 10 Place de l'Yser, Brussels. WTD 12/11/64.

Electrical household appliances, all types. Etablissements Ch. Bultiauw, P.V.B.A. (importer, wholesaler), Dam 73, Kortrijk. WTD 6/26/65.

MALAYSIA—Coffee percolators, broilers, deep fat fryers, food mixers, hot plates, fans, irons, toasters; electrical current 220 volts, 50 cycles. Requests quotations cif Singapore. Prices must be competitive. Mr. Chew How Teck, Amateur Photo Stores Ltd. (importer, exporter, wholesaler, retailer), 109 North Bridge Road, Singapore 6. WTD 5/28/65.

SURINAM—Electrical household appliances, such as mixers, flat irons, ice cream freezers, washing machines. The Tropical Co. (importer, wholesaler, retailer), Dominestraat 28; P.O. Box 338, Paramaribo. WTD 3/12/64.

364 Electric lighting, wiring equipment

GERMANY—Magnetic torches and warning lamps for disabled automobiles; fob German port. Hedwig Kapl (importer, exporter, wholesaler, manufacturer), Frankfurt/Main-Hoechst, Billtalstrasse 36, West Germany. WTD 6/22/65.

ITALY—Durable and high-brilliancy miniature neon glow lamps. Ozolight (manufacturer), Via Gradisca 47, Turin. WTD 6/17/65.

NETHERLANDS—High-quality operating room lamps with very high lighting intensity. Direct purchase and/or agency. Exclusive representation for The Netherlands requested. Lameris Instrumenten N.V. (importer, distributor, agent), 149 Biltstraat, Utrecht. WTD 7/15/64.

SOUTH AFRICA—Electric light fixtures: ceiling, wall and floor types; incandescent and fluorescent. Electrical & Hardware Distributors (Pty.) Ltd. (importing distributor), P.O. Box 3862, Cape Town. WTD in preparation.

365 Radio, television receiving sets

AUSTRALIA—Studio quality audio equipment, high quality tape recorders and multi channel tape decks; direct purchase and agency. The Servo Mechanism Co. (importer, wholesaler), 505 Lygon St., East Brunswick, Victoria. WTD 3/12/65.

BELGIUM—Phonograph records, direct purchase or exclusive agency for Belgium and Luxembourg. Anvers Radio S.A. (importer, sales agent), 10, Place de l'Yser, Brussels. WTD 12/11/64.

Inexpensive transistor radios; direct purchase or exclusive agency for Belgium and Luxembourg. Anvers Radio S.A. (importer, sales agent), 10 Place de l'Yser, Brussels. WTD 12/11/64.

MALAYSIA—Tape recorders; magnetic tapes; for 220 v., 50 cycle electrical current. Requests quotations cif Singapore. Prices must be competitive. Mr. Chew How Teck, Amateur Photo Stores Ltd. (importer, exporter, wholesaler, retailer), 109 North Bridge Rd., Singapore 6. WTD 5/28/65.

SURINAM—Television sets. The Tropical Co. (importer, wholesaler, retailer), Dominestraat 28; P.O. Box 338, Paramaribo. WTD 3/12/64.

366 Communication equipment

BELGIUM—Fire alarm and detecting equipment. Purchase and/or agency. Compagnie Industrielle de Materiel Contre l'Incendie S.A. (importer, manufacturer), 29, Rue du Tivoli, Brussels 2. WTD 2/5/65.

ITALY—Wishes to receive offers and prices for 2 U.S. marine radiotelephones, 300 watts, to be installed in firm's two trawlers. Oceania S.p.A. (ship owner and fishing company), Castellammare del Golfo (Trapani). WTD 6/24/65.

● **KOREA**—Supply of splicing sleeves, spare parts for facsimile, telephone switching and diesel engines, rectifier spare parts. Tender No. KFX-5074-S, bid deadline July 30. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4823).

NIGERIA—VHF telecommunications equipment, especially radio telephones with range of 50 miles and under. Company representative can be contacted in U.S. after July 1st at address given below. Mr. Richard B. Gamble, on behalf of Maiden Electronics Works Ltd., 73 Adams St., Milton, Massachusetts 02187. WTD 2/5/64.

367 Electronic components, accessories

AUSTRALIA—All component parts for quartz crystal assemblies, including blanks, holders, bases. Standard Frequency Crystals Pty. Ltd. (importer, manufacturer, wholesaler), 91 Murphy St., Richmond, Victoria. WTD 6/11/65.

BELGIUM—Electronic assemblies in general and electronic components such as semi-conductors, connectors, resistors, condensers, for use in radio sets, television sets. Seeks exclusive representation Belgium-Luxembourg. Direct purchase and/or agency. Etablissements J.P. Lemaire (importer, wholesaler, retailer,

agent), 134 Boulevard Leopold II, Brussels 8. WTD under revision.

Piezo electric transducers, 22,000 cycles per second, other equipment for burglar and fire alarm devices; sought by small manufacturer, importer and exporter with sales in Belgium, Luxembourg, and the Congo (Leopoldville). Alarma '33, S.P.R.L. (importer, sales agent), 52 Clos de l'Oasis, Brussels 14. WTD 6/3/65.

BRAZIL—Nuclear equipment for medical, industrial, agricultural purposes and research; Direct purchase and agency; desires to act on an exclusive basis for all Brazil. Atomed Equipamentos Nuclear Ltda. (representative), Avenida Rio Branco 138, 13° andar, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 6/17/65.

369 Electrical machinery

BELGIUM—Physicians' electro-therapeutic and electro-medical apparatus such as electrocardiographs, drainage pumps, electric breast pumps, electric aspirators, centrifuges, X-ray equipment, etc. Direct purchase or agency; requests replies in French. J. Hegelbach & Co., S.A. (importer, wholesaler, retailer, agent), 12 Rue de Neufchatel, Brussels 6. WTD 7/11/63.

BRAZIL—Automatic sealing machines for oval and rectangular cans; canner requests literature, quotations cif Rio de Janeiro and fob, payment terms. Atlantic Industrial de Conservas S.A., Avenida Ernani Amaral Peixoto 36 13° andar, Niteroi, Estado de Rio de Janeiro. WTD 6/23/65.

Automatic packaging machines for food industry; direct purchase and agency; requests catalogs. Brasvit Comercio Importacao e Exportacao Ltda., (agent), Rua Francisco Serrador 90, 3° andar, grupo 301, Caixa Postal 1278 ZC-00, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 6/22/65.

DENMARK—Granite cutting machinery. Sven Wilde, Aktieselskabet De Forenede Granitbrud, Ronne, Bornholm. WTD 3/21/60.

FRANCE—Grinding unit with capacity up to 100 lb. per hour for reduction of pre-ground plastic material in 80-200 microns range to ultra-fine powder rating under 10 microns. Processing temperature should be kept below the 122° F. level. Organico S.A. (manufacturer), 23 Ave. Franklin Roosevelt, Paris 8e. WTD in preparation.

GERMANY—Woodworking tools and machinery. Plastics working machinery. Eisen-Richter (importer, wholesaler, retailer, sales agent), 61 Darmstadt, Rheinstrasse 29-33, West Germany. WTD 6/21/65.

MALAYSIA—Chain saws. Ban Guan Hin (K.L.) Ltd. (importer, retailer, indent agent, wholesaler, manufacturer), 17 & 19 Jalan Silang, Kuala Lumpur. WTD 5/3/65.

MALTA—Packaging machinery for vegetables, fruits, meats, poultry. Interested in establishing new industry. Seeks quotations, advice. C. Peregin & Sons (commission agents), 227 Prince of Wales Rd., Sliema. WTD 6/15/65.

MOROCCO—Machinery for preparing artichoke hearts. Quotations Casablanca. Requests correspondence in French. S.E.F.A.N. (canner), Rue El Hansali, Mohammedia. WTD 6/17/65.

MOZAMBIQUE—Machinery for production of enamel bathtubs. Machinery for production of anodized metal combs for hair dressing. Requests catalogs, price lists, terms. Mr. Homero Branco (mechanical engineer), P.O. Box 888, Lourenco Marques. WTD 6/22/65.

SWEDEN—Machines, new or used, for filling fluid in gelatin capsules. I. Fardby (importer, manufacturer), Kalendervagen 1, Goteborg N. WTD 6/17/65.

THAILAND—Loaf slicing and wrapping machine, smallest band type, capacity 2,000 loaves per hour; divider, rounder, proofer, and moulder; oven, travelling or cyclotron type; biscuit stacker, individual biscuit wrapper, crescent and fancy roll machine; moulder and automatic oiling machine; other related equipment for use in bakery. Catalogs and cif price quotations requested. Mrs. Nenet Sirisamphan, Little Hom Bakry, 99-105 Vorachak Rd., Bangkok. WTD 11/9/62.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

371 Motor vehicles, motor vehicle equipment

BELGIUM—Automobile accessories and parts such as rings, valves, cylinders, mufflers; direct purchase and agency. Etablissements R. Monoyer S.A. (importer, agency), 544-546 Chaussee de Waterloo, Brussels 6. WTD 6/3/65.

Rubber automotive spare parts, all kinds. Direct purchase or agency. Animco N.V. (importer, wholesaler, sales agent), 68 Vleminckveld, Antwerp. WTD 6/22/65.

GERMANY—Spare parts for U.S. armored vehicles; direct purchase and/or exclusive agency. Requests quotations cif European ports. Moto-Technik KG. Thelen & Co. (importer, manufacturer), Postfach 35 or 1 Ebertplatz, 5 Koeln a. Rh. 6. WTD 6/11/65.

NETHERLANDS—Automotive equipment, especially parts for axles, transmissions and transfer cases. United Traders N.V. (importer, wholesaler, exporter, assembler), 66 Calandstraat, Rotterdam. WTD 10/16/64.

373 Ship building, repairing

UAR—One fishing party boat size to handle 20 persons on daily basis, sleeping facilities for 4; dining area for 10; kitchen and toilet facilities; two-ton capacity refrigeration storage. Requests cif and fob prices. Mr. M. Hosam el Din, Overseas Commercial Office (private firm), 10 Darih Saad St., Cairo. WTD 6/22/65.

374 Railroad equipment

● **IRAN**—Supply of spares for freight cars including 3,000 springs, 1,000 draw hooks and chains, 2,000 steel tires. Tender No. 44/250, bid deadline Aug. 25. Iranian State Railways, Maydane Rah Ahan, Tehran. Copy of general conditions and specifications, with drawings, in French, available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

● Supply of spares for passenger cars including 2,400 hellical springs, 1,300 ties, 1,000 steel tires, 50 draw hooks. Tender No. 44/243, bid deadline Aug. 23. Iranian State Railways, Maydane Rah Ahan, Tehran. Copy of general conditions and specifications, with drawings in French, available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

● **URUGUAY**—Supply of 12 railroad passenger cars for National Railways. Tender No. 707/62, bid deadline Aug. 11. Tariff and import restrictions not applied in this case. Administracion de Ferrocarriles del Estado de la R.O. del Uruguay, Oficina de Secretaria de la Gerencia General (Licitaciones) Calle La Paz No. 1095, Piso 2, Montevideo. Copy of specifications, with drawings, in Spanish, available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

375 Motorcycles, bicycles, parts

BELGIUM—Deluxe bicycles; direct purchase and agency. Cyclobel S.A. (importer, sales agent), 60 Avenue Alphonse XIII, Brussels. WTD 6/8/65.

All types of bicycle accessories; direct purchase and agency. Cyclobel S.A. (importer, sales agent), 60 Avenue Alphonse XIII, Brussels. WTD 6/8/65.

381 Engineering, laboratory, scientific, research instruments

BELGIUM—All types of laboratory apparatus, equipment, materials, supplies. Mr. Edouard Defrance (importer, agent), 134, Avenue Houba de Strooper, Brussels. WTD 6/8/65.

Scientific instruments for laboratory use; equipment for industrial research laboratories, university laboratories, medical centers, hospitals. Etablissements R. Ankersmit (importer), 90, Rue Edith Cavell, Brussels 18. WTD in preparation.

BRAZIL—Geodetic, physics laboratory, surveying, drafting, meteorological instruments and apparatus; altimeters; Requests catalogs and literature. Direct purchase; exclusive representation. Casa Wild S.A. Instrumental Otico-Tecnico Cientifico (wholesaler, representative), Avenida Beira Mar 200, 9° andar, Rio de Janeiro ZC-39, Estado da Guanabara. WTD 6/17/65.

Meteorological, oceanographic instruments and apparatus. Requests catalogs, literature. Direct purchase; exclusive representation. Imac S.A. Instrumentos e Maquinas (wholesaler, representative), Rua Leandro Martins 20, 6° andar, salas 604/605, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/21/65.

● **GREECE**—Scientific and research apparatus: Ambient temperature and humidity recorder; ION exchange apparatus; balance weighing on the substitution principle; electronic recorder; paper electrophoresis equipment. Tender No. 51419/65, bid deadline July 19. Ministry of National Defense, General Hellenic Naval Staff, Athens.★ (Telephone: 202-WO 7-2939).

● **TURKEY**—Supply of scientific and laboratory equipment including; but not limited to: Reversing thermometers, water samplers, bathythermograph, water bottles, anenometer; microscope, nannoplanktons. Tender No. 65-14T-64, bid deadline July 22. DSI Genel Mudurlugu, Makina ve Ikmal, Dairesi Baskanligi, Ankara.★ (Telephone: 202-WO 7-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

BRAZIL—Hydrometric instruments and hydrometers. Requests catalogs, literature. Di-

rect purchase and exclusive agency. Casa Wild S.A. Instrumental Otico-Tecnico Cientifico (wholesaler, representative), Avenida Beira Mar 200, 9° andar. Rio de Janeiro ZC-39, Estado da Guanabara. WTD 6/17/65.

Hydrological instruments and apparatus. Requests catalogs, literature. Direct purchase; exclusive representation. Imac S.A. Instrumentos e Maquinas (wholesaler, representative), Rua Leandro Martins 20, 6° andar, salas 604/605, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/21/65.

Radiac equipment in general. Direct purchase and agency; desires to act on an exclusive basis for all Brazil. Atomed Equipamentos Nuclear Ltda. (representative), Avenida Rio Branco 138, 13° andar, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 6/17/65.

383 Optical instruments

BRAZIL—Specialized optical instruments and apparatus for meteorology. Requests catalogs, literature. Direct purchase; exclusive representation. Casa Wild S.A. Instrumental Otico-Tecnico Cientifico (wholesaler, representative), Avenida Beira Mar 200, 9° andar, Rio de Janeiro ZC-39, Estado da Guanabara. WTD 6/17/65.

Specialized optical instruments and apparatus for meteorology and oceanography. Requests catalogs, literature. Direct purchase; exclusive representation. Imac S.A. Instrumentos e Maquinas (wholesaler, representative), Rua Leandra Martins 20, 6° andar, salas 604/605, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/21/65.

NETHERLANDS—Colorimeters and spectrophotometers. Direct purchase and/or agency. Exclusive representation for The Netherlands requested. Lameris Instrumenten N.V. (importer, distributor, agent), 149 Biltstraat, Utrecht. WTD 7/15/64.

384 Surgical, medical, dental instruments

BELGIUM—Surgical and medical equipment, instruments, supplies and furniture, all categories, including electro-therapeutic apparatus and hospital equipment. Direct purchase and agency; requests replies in French. J. Hegelbach & Co., S.A. (importer, wholesaler, retailer, agent), 12 Rue de Neufchatel, Brussels 6. WTD 7/11/63.

● **CEYLON**—Supply of surgical dressings: Bandages, W.O.W., 2½" x 6 yd., B.P.C quality, 20,000 gross; bandages, W.O.W., 2½" x 6 yd., hospital quality, 20,000 gross; absorbent cotton wool, B.P.C. quality, 150,000 lb.; absorbent cotton wool, hospital quality, 150,000 lb.; gauze absorbent, B.P.C. quality, 36" wide, 4 million yd.; wadding cellulose, B.P.C. quality, 125,000 lb.; lint absorbent, B.P.C. quality, 100,000 lb.; lint absorbent, hospital quality, 100,000 lb. Bid deadline Sept. 7. Copies of tender documents available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008. Ministry of Health, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-2939).

HONG KONG—Medical, hospital, laboratory equipment and supplies. Prices to be quoted c&f Hong Kong. Catalogues requested. Danby & Hance, Ltd. (importer), 405 Edinburgh House, Queen's Rd. Central (P.O. Box 2419), Hong Kong. WTD 2/25/64.

PERU—Industrial safety equipment, all kinds. Karl Weiss (importer, retailer, wholesaler), General Borgono 413, Miraflores, Lima. WTD in preparation.

UAR—Oxygen bottles and face masks for skin divers; air compressors for refilling oxygen bottles. Mr. Hosam el Din, Overseas Commercial Office (private firm), 10 Darih Saad St., Cairo. WTD 6/22/65.

385 Ophthalmic goods

BELGIUM—Glasses, frames, accessories, all other items sold by opticians; direct purchase or agency, Belgium-Luxembourg territory. Etablissements C. Pivin & Fils, S.P.R.L. (importer, wholesaler), 21 Ave. de l'Hopital Francais, Brussels 8. WTD in preparation.

386 Photographic equipment

AUSTRALIA—Company with facilities throughout Australia is interested in additional lines of photographic and optical equipment. Direct purchase and agency. C. R. Kennedy & Co. Pty. Ltd. (importer, agent, wholesaler), 243 Bouverie St., Carlton, Melbourne, N.3, Victoria. WTD 4/9/65.

FRANCE—Re-usable liquid for offset plates—purifying by water, acid solution or low basicity. Ets. Katz (engraver, wholesaler), 12 Rue de Crussol, Paris 11e. WTD 4/9/64.

HONG KONG—Outdated, exposed or washed photographic or X-ray films and papers. J. L. Robinson & Co., Ltd. (importer, exporter), 514-516 Holland House (General P.O. Box 802), Hong Kong. WTD 12/4/64.

NETHERLANDS—Cameras, projectors, enlargers and accessories, viewers, light-sensitive materials, all types. Direct purchase and agency. N.V. Foto- en Projectiegroothandel Erven Dr. A. H. C. van Senus (importer, exporter, wholesaler, agent), Polanenstraat 39, Rotterdam-16. WTD 10/12/64.

394 Toys, amusement, sporting goods

AUSTRALIA—Company with facilities throughout Australia is interested in additional lines of outdoor sporting and athletic goods. Direct purchase and agency. C. R. Kennedy & Co., Pty., Ltd. (importer, agent, wholesaler), 243 Bouverie St., Carlton, Melbourne, N.3, Victoria. WTD 4/9/65.

FRANCE—Small-size toys, such as dolls, toy animals, carts, reproduction of household utensils, equipment. Roleo Stern (manufacturer, wholesaler), 76-78, Ave. des Champs Elysees, Paris 8e. WTD 4/13/65.

UAR—Fishing equipment: reels, 20-500 lb.; rods, 20-500 lb.; lines, No. 30-No. 200; hooks, No. 1-No. 16; heavy duty hooks for game fishing (sharks, barracuda); metal trolling bait; harpoons; fishing spears for skin divers. Mr. Hosam el Din, Overseas Commercial Office (private firm), 10 Darih St., Cairo. WTD 6/22/65.

395 Pens, pencils, office, artists' materials

BELGIUM—Ball point pens, staplers, marking pencils, inking pads, related items, any innovations in field of products sold to stationery stores, book stores, office supplies dealers; seeks to import or obtain agency for Belgium and Luxembourg. Manufacture Belge des Encres a Ecrire-Bouhon (importer, exporter, wholesaler, manufacturer), 301, Avenue de la Reine, Brussels. WTD 6/11/65.

All types of drafting materials, especially drafting film; direct purchase and agency. L. Ponsard-Frugier (wholesaler, agent), 36 Quai du Commerce, Brussels 1. WTD 6/3/65.

FRANCE—Office and school supplies: pens, pen points, fountain pens, ball point pens; mechanical pencils, parts; lead pencils, crayons. Roleo Stern (manufacturer, wholesaler), 76-78 Ave. des Champs Elysees, Paris 8e. WTD 4/13/65.

396 Costume jewelry, novelties, buttons, notions

FRANCE—Key rings; direct purchase and agency. Societe d'Etudes, de Diffusion & d'Impression—Groupe S.E.D.I.P., 84 Rue de Maubeuge, Paris 9e. WTD 3/23/65.

399 Manufacturing industries

BELGIUM—All types of fire extinguishing equipment. Purchase and/or agency; requests replies in French. Compagnie Industrielle de Materiel Contre l'Incendie (C.I.M.I.) (importer, manufacturer), 29 rue du Tivoli, Brussels 2. WTD 2/5/65.

FRANCE—Cheap types of cigarette holders, metal ash-trays and cigarette lighters to be used as advertising gifts; direct purchase and agency. Societe d'Etudes, de Diffusion & d'Impression—Groupe S.E.D.I.P., 84 Rue de Maubeuge, Paris 9e. WTD 3/23/65.

Small gold-painted perfume atomizers; novel types of container-applicator for shoe polish and other cleaning products; novel types of applicators for eye make-up; direct purchase and agency. Societe d'Etudes, de Diffusion & d'Impression—Groupe S.E.D.I.P., 84 Rue de Maubeuge, Paris 9e. WTD 3/23/65.

505 Farm products, raw material

BELGIUM—Raw packers' hides; pre-tanned hides, especially pickled or blue split hides; direct purchase and/or agency for Western European countries. Etablissements Victor Thomas S.A. (importer, exporter, wholesaler, agent), 13 Rue de Hollande, Brussels 6.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food products

GERMANY—Raw materials for foodstuff industry, such as egg products, corn starch, soy meal, soy beans, milk powder, lactose, fruit acids, carrageenin and other binding agents, instant powder from fruits and vegetables. Offers should be accompanied by samples. Requests replies in German. Hans Strickrott (sales agent), Amundsenstrasse 30, Hamburg-Altona. WTD 6/23/65.

201 Meat products

FRANCE—Canned pork, beef, poultry prep-

arations, excluding liver pates. Camille Tabar et Cie. (importer, dealer, agent), 10 place des Victoires, Paris 2e. WTD 2/17/64.

202 Dairy products

FRANCE—Canned milk powder for grocery sale. Camille Tabar & Cie. (importer, dealer, agent), 10 place des Victoires, Paris 2e. WTD 2/17/64.

203 Canning, preserving foods

FRANCE—Canned food products: fish—excluding sardines and tunafish; soups; baby foods; pulse; juices: apricot, lemon, grapefruit. Camille Tabar et Cie. (importer, dealer, agent), 10 place des Victoires, Paris 2e. WTD 2/17/64.

220 Textile mill products

BELGIUM—Curtain, drapes and upholstery fabrics, all kinds. L. L. Gondry (importer, sales agent), 69 Chaussee de Mons, Brussels 7. WTD in preparation.

PERU—Women's inner and outerwear; drill, denim, shirting, sheeting. Jorge Hernandez Menacho (importer, retailer, wholesaler, manufacturer, agent), Mc Boyd del Peru, Aptdo. 388, Iquitos. WTD in preparation.

224 Narrow fabrics, smallware mills

BELGIUM—Ribbons, single colored for floral use, samples of type material desired is available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Wash., D.C. 20230; direct purchase and agency. Deneyer & Goetgebuer (representative), 23 Rue des Comediens, Brussels 1. WTD 6/2/65.

227 Floor covering mills

BELGIUM—Carpets; importer and sales agent requests agency for Belgium-Luxembourg. L. L. Gondry, 69 Chaussee de Mons, Brussels 7. WTD in preparation.

264 Converted paper

BELGIUM—Wallpaper; importer and sales agent requests agency for Belgium-Luxembourg. L. L. Gondry, 69 Chaussee de Mons, Brussels 7. WTD in preparation.

281 Industrial chemicals

BRAZIL—Industrial chemicals in general; wants to act as representative on commission basis. F. d'Urso (agent), Avenida Presidente Vargas 529, 20° andar, salas 2001/2002, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 6/21/65.

283 Drugs

BRAZIL—Medicinal chemicals in general; wants to act as representative on commission basis. F. d'Urso (agent), Avenida Presidente Vargas 529, 20° andar, salas 2001/2002, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 6/21/65.

FRANCE—Pharmaceutical products in form intended for final consumption. "COGEPHARM"—Compagnie Generale Pharmaceutique (manufacturer, wholesaler), 1-9 rue de l'Abreuvoir, Boulogne-sur-Seine (Seine). WTD 4/14/65.

284 Cosmetics

PERU—Medium quality cosmetics for women. Jorge Hernandez Menacho (importer, retailer, wholesaler, manufacturing), Mc Boyd del Peru, Aptdo. 388, Iquitos. WTD in preparation.

285 Paints, varnishes, lacquers, enamels

SWITZERLAND—Oil and water paints and stains: metallic paints, paint products and allied paint products, all kinds. Theo Krebs, Apparatenbau (manufacturers), Bahnofstrasse 31, Postfach 103, 8280 Kreuzlingen. WTD 6/24/65.

307 Plastic products

FRANCE—Miscellaneous finished plastics products, such as advertising articles and boxes. M.A.I. (Manufacture d'Articles Industriels) (manufacturer, wholesaler, importer), 16 rue Henri Gautherot, Gentilly, Seine. WTD 4/22/65.

310 Leather, leather products

PERU—Shoes, sandals, purses, handbags. Jorge Hernandez Menacho (importer, retailer, wholesaler, manufacturer, agent), Mc Boyd del Peru, Aptdo. 388, Iquitos. WTD in preparation.

313 Boot, shoe cut stock, findings

SOUTH AFRICA—All types of material for manufacture of slippers. Strappings, buckles, etc., for women's and children's sandals. Boykie Wholesale Distributors (Pty.) Ltd. (commission merchants, manufacturers' representatives), P.O. Box 2958, Durban, Natal. WTD 6/22/65.

316 Luggage

BELGIUM—Leather traveling bags, suitcases, travel articles. Charles Goblet (agent), 67 Blvd. St. Michel, Brussels 4. WTD 11/8/63.

317 Handbags, personal leather goods

BELGIUM—Purses, handbags, small fancy leather goods such as billfolds, wallets. Charles Goblet (agent) 67 Blvd. St. Michel. Brussels 4. WTD 11/8/63.

331 Steel mill products

GERMANY—Rolled steel wires—round, square, oval, half-round or flat sections; manufacturer's agent requests quotations cif Antwerp or Rotterdam. Dr. Heinz Watenphul, 14 Frankenstrasse, 4 Duesseldorf. WTD 6/10/65.

333 Primary smelting, refining of nonferrous metals

FRANCE—Scandium, indium, gallium, cesium, dysprosium, rhenium, palladium, rhodium, osmium, ruthenium. Mapren-Materiaux & Produits Electroniques & Nucleaires (importer, commission merchant), 8 rue Bellini, Paris 16e. WTD 12/6/63.

342 Cutlery, hand tools, general hardware

ITALY—Portable air tools. Exclusive agency for Italy. Fratelli Ravedati (agent), Corso Montevecchio 46, Torino. WTD 6/22/65.

351 Engines, turbines

FRANCE—Marine engines and motors (diesel and other types) and marine generator sets, from light to heavy-duty equipment, for pleasure-boats, fishing crafts, yachts, and other categories. Also parts and service accessories; requests replies in French. Robert Amiand (Ateliers et Chantiers des Sables) (dealer, agent, distributor), Boite Postale 66, Les Sables d'Olonne, Vendee. WTD 6/11/65.

353 Construction machinery

CANADA—Variable speed drives, mechanical handling equipment, belt weighers and electromagnets. Technisales Industrial, Ltd. (importing distributor), 5165 Sherbrooke St. West, Apt. 412, Montreal 28, Quebec. WTD 5/10/65.

356 General industrial machinery

IRAN—Deep-well irrigation pump; 4-8 inch pipe diameter. Sherkat Sahami Ettefagh (Meshed) (importer), Shah Reza Avenue, Corner of Old Shemiran Rd., Tehran. WTD 5/4/65.

SWITZERLAND—Industrial spraying equipment: paint spraying outfit components, spraying outfits, accessories, paint compressor spray guns. Theo Krebs, Apparatenbau (manufacturers), Bahnofstrasse 31, Postfach 103, 8280 Kreuzlingen. WTD 6/24/65.

357 Office, computing, accounting machines

AUSTRALIA—Office equipment: dictating machines, inter-office communication equipment, duplication equipment, check writers, photo-copy, cash registers. Office Machine Div., Pye Industries Ltd., Carrington Rd., Marrickville, N.S.W. WTD 5/25/65.

358 Service industry machines

FRANCE—Ice making machines for daily production of 500 kgs. or less. Societe Matal (manufacturer, importer, dealer), 1 & 7 rue Buffon, Nantes, Loire-Atlantique. WTD 4/26/65.

SOUTH AFRICA—Room air conditioning units, suitable for household or office use. Gelmar (Pty.) Ltd. (sales agent, manufacturers' representative), P.O. Box 2753, Durban, Natal. WTD 6/22/65.

363 Household appliances

PERU—Household refrigerators, Jorge Hernandez Menacho (importer, retailer, wholesaler, manufacturer, agent) Mc Boyd del Peru, Aptdo. 388, Iquitos. WTD in preparation.

SOUTH AFRICA—Electric dishwashers; electric garbage disposal units; other convenience items for household use. 220, 50 cycles. Gelmar (Pty.) Ltd. (sales agent, manufacturers' representative), P.O. Box 2753, Durban, Natal. WTD 6/22/65.

366 Communication equipment

BELGIUM—Seeks agency for burglar alarms for Belgium, Luxembourg and the Congo (Leopoldville). Alarma '33, S.P.R.L. (importer, manufacturer, exporter), 52 Clos de l'Oasis, Brussels 14. WTD 6/3/65.

372 Aircraft, parts

FRANCE—Aircraft parts, auxiliary equipment. Lancien & Cie. (importer, dealer, agent), 107 Bld Pereire, Paris 17e. WTD 4/26/65.

381 Engineering, laboratory, scientific, research instruments

FRANCE—Laboratory apparatus and instruments: autoclaves, sterilizers, drying ovens,

precision balances, etc. Societe R. Delhomme & Cie. (importer, wholesaler, retailer), 30 Blvd. Saint-Jacques, Paris 14e. WTD 1/16/64.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Thermometers, thermostats for laboratory use. Societe R. Delhomme & Cie. (importer, wholesaler, retailer), 30 Blvd. Saint-Jacques, Paris 14e. WTD 1/16/64.

383 Optical instruments, lenses

FRANCE—Microscopes, colorimeters, all optical instruments for laboratory use. Societe R. Delhomme & Cie (importer, wholesaler, retailer), 30 Blvd. Saint-Jacques, Paris 14e. WTD 1/16/64.

384 Surgical, medical, dental instruments

FRANCE—All surgical and medical instruments, apparatus. Societe R. Delhomme & Cie. (importer, wholesaler, retailer), 30 Blvd. Saint-Jacques, Paris 14e. WTD 1/16/64.

394 Toys, amusement, sporting goods

BELGIUM—All types of electric, mechanical, hand toys. Commission agent selling wholesalers and department stores in Belgium and Luxembourg seeks agency. Charles Goblet, 67 Blvd. St. Michel, Brussels 4. WTD 11/8/63.

FRANCE—Toys, such as construction sets, educative games, mechanical trains, mechanical toys of all kinds; baby carriages, roller skates, gymnasium and playground equipment, pedal cars, rowers, scooters, velocipedes, tricycles, sea-side resort games. Societe Afco (importer, wholesaler, agent), 14 rue de l'Aqueduc, Paris 10e. WTD 4/15/65.

396 Costume jewelry, novelties, buttons, notions

SOUTH AFRICA—Ornaments, strappings, buckles, etc., suitable for women's and children's sandals. Boykie Wholesale Distributors (Pty.) Ltd. (commission merchants, manufacturers', representatives), P.O. Box 2958, Durban, Natal. WTD 6/22/65.

Leads for Importers

203 Canning, preserving foods

BRAZIL—Heart of palm; wants distributor or well-established agent to act as representative. Brasvit Comercio Importacao e Exportacao Ltda. (agent, exporter), Rua Francisco Serrador 90, 3° andar, grupo 301, Caixa Postal 1278 ZC-00, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 6/22/65.

208 Beverage industries

MALTA—Beer, pale ale, mild ale; mineral waters, sweetened; draught, bottled, canned products. Interested in contacting active and reliable U.S. importers who are well connected with wholesalers, department stores, other possible outlets; sole agency basis. Simonds-Farsons-Cisk Ltd. (manufacturers, exporters), The Brewery, Imriehel. WTD 6/14/65.

228 Yarn, thread mills, products

MALTA—Nylon stretch or texturized yarn; approx. 200,000 kg. annually. Malta Synthetics Ltd. (manufacturers, exporters), Industrial Estate, Marsa. WTD 6/16/65.

232 Men's, youths', boys' furnishings

UAR—Men's shirts, made of Egyptian long staple cotton, white only. Transit Diplomatic Centre, 47 Ramses St, P.O. Box 473, Cairo. WTD 3/26/65 under the name of Ahmed Abdel Meguid Fouad.

259 Furniture, fixtures

★★ THAILAND—Trade Mission

Bamboo blinds in all sizes and colors. Thai Petroleum & Trading Co., Ltd. (importer), 353/1 Mahaprupharum Rd., Bangkok. WTD 6/4/65. TM 62.

282 Synthetic materials

GERMANY—Special synthetic resins for varnish manufacturing industry. Delivery terms and method upon agreement. Ernst Jaeger, Fabrik chemischer Rohstoffe GmbH (manufacturer, importer, exporter), 35-39 Obersbacherstrasse, 4 Duesseldorf-Reisholz. WTD 5/26/65.

289 Chemical products

BRAZIL—Brazilian essential oils; agent wants to contact wholesalers or well-established agents. Stanley Rygler, Avenida Presidente Vargas 446, 14° andar, sala 1401, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 6/23/65.

314 Footwear

YUGOSLAVIA—Footwear for men, women and misses; slip-on sandals and fancy boots and shoes. Footwear with leather uppers and synthetic soles. Makotex, Export-Import (exporter, wholesaler, manufacturers' representative), 9-11 Marsala Tita St., Skopje. WTD 1/20/65.

SOUTH AFRICA—Ladies' and children's sandals. Boykie Wholesale Distributors (Pty.) Ltd. P.O. Box 2958, Durban, Natal. WTD 6/22/65.

317 Handbags, personal leather goods

BELGIUM—Small leather articles of own manufacture, such as purses, wallets, pen cases, cigarette cases. Frans Broeckx (importer, retailer, exporter, wholesaler, manufacturer), 99 Otterstraat, Turnhout. WTD 6/17/65.

328 Cut stone, stone products

LEBANON—Marble, onyx, travertine table tops and tiles. Wadih Tadros & Sons (importer, wholesaler, manufacturer), P.O. Box 3290, Magidiyeh St., Beirut. WTD 6/11/65.

329 Abrasive, asbestos, nonmetallic mineral products

BRAZIL—Rare Brazilian stones for museums or collectors. Souza Calcagnotto Ltda. (jeweler, wholesaler, exporter), Avenida Rio Branco 173, 3° andar, grupo 301, sala 1, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 6/22/65.

342 General hardware

JAPAN—Stainless door hinges (patented). Daigen Co., Ltd. (importer, exporter, wholesaler), 57 Dojima Kami-dori 2-chome, Kita Ku, Osaka. WTD 2/16/65.

381 Engineering, laboratory, scientific, research instruments

PORTUGAL—Scientific apparatus for industrial, educational, public service laboratories. Apparatus and testing devices for soil testing, germination studies, seed blowers and counters, cultivation vessels and all other technological instruments for agricultural experimental stations. Concensus, S.A.R.L. (importer, exporter, sales agent, Rua D. Francisco Manuel de Melo 9-9°. A, Lisbon. WTD under preparation.

384 Surgical, medical, dental instruments

PORTUGAL—Clinical instruments for thoracic and pulmonary surgery, diagnosis, otology and bone surgery, surgery tables, lamps, sterilization assemblies. Concensus, S.A.R.L. (importer, exporter, sales agent), Rua D. Francisco Manuel de Melo 9-9°. A, Lisbon. WTD under preparation.

385 Ophthalmic goods

PORTUGAL—Ophthalmic instruments. Concensus, S.A.R.L. (importer, exporter, sales agent), Rua D. Francisco Manuel de Melo 9-9°. A, Lisbon. WTD under preparation.

391 Jewelry, silverware, plated ware

BRAZIL—Cut Brazilian semi-precious stones; jewelry made of Brazilian semi-precious stones; shaped agate eggs and ash-trays; wants to contact jewelers or well-established distributors. Souza Calcagnotto Ltda. (jeweler, wholesaler, exporter), Avenida Rio Branco 173, 3° andar, grupo 301, sala 1, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 6/22/65.

396 Costume jewelry, novelties

UAR—Women's necklaces, hand processed, oriental design. Egyptian Agencies (private firm), Immobilia Bldg., Apt. 115, 26 Cherif St., Cairo. WTD 6/14/65.

399 Manufacturing industrial products

UAR—Egyptian handicraft such as leather goods, mother-of-pearl and/or ivory inlaid cigarette boxes and trays, copperware, oriental jewelry. M. Khodeir (private partnership), P.O. Box 1057, Cairo. WTD 6/10/65.

505 Farm products, raw material

BRAZIL—Cashew nuts; Brazilian nuts; vegetable fibers; waxes, gums; kernels, seeds; black pepper; agent wants to contact wholesalers and well-established agents. Stanley Rygler, Avenida Presidente Vargas 446, 14° andar, sala 1401, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 6/23/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Future Construction

GREECE—The American Oil Company Mobil, the British-Dutch firm Shell and British Petroleum have jointly offered to undertake the **establishment of Greece's third oil refinery,** at a cost of about $45 million, **and the expansion of the existing refinery,** owned by the Greek Government at Aspropyrgos, at a cost of about $5 million.

In their proposal, the oil companies suggested that Patras be the site of the new refinery, but they stated that they would be willing to consider any other site that might be preferred by the Government. The companies estimate that once they have received approval they would be able to complete the project in two to three years.

IRAQ—A summary of the status of **major petroleum projects** in Iraq, excluding projects connected with exploration or exploitation, is available on request to U.S. firms. **Write:** Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C., 20230.

UAR—The General Engineering Design & Construction Co., P.O. Box 2046, Cornish St., Television Building, Cairo, is interested in receiving price quotations, FAS net, for **equipment for twenty hotels** which are to be constructed during the period 1965-1970. (INTERNATIONAL COMMERCE, July 5). A list of requirements for one 300-room hotel is available on loan to U.S. firms to enable them to submit quotations. **Write:** Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

INDIA—Mohon Mumar Mookerjee, director in charge, Gungadhur Banerjee & Co. Pvt. Ltd., Bakulia House, P.O. Box 10606, Kidderpore, Calcutta 23, interested in **joint ventures for small cars and trucks** 1 to 3½ tons, **dyeing, water-proofing and fire-proofing textiles** over a range of light to 32 oz. weight per sq. yd., **small to medium scale manufacturing unit for molded plastics and plastic sheets, hygienic rubber goods,** and **seeking U.S. representatives to handle Indian manufactures of canvas, tarpaulins, ropes, cordages and twines, rubber goods such as waterproof capes and coats, knee boots, waterproof sheets, hot water bags, air pillows and mattresses, cycle tires and tubes, apparel.** July 1 via New York City for 3-4 weeks. C/o P. K. Mookerjee, 1148 West Hancock, Detroit 1, Mich. Itinerary: New York, Detroit, Washington, New Orleans.

MOROCCO—Joseph D'India, representing Ets. Joseph D'India S.A., 130, Rue Karatchi, Casablanca, interested in importing and agency agreements for **automotive accessories** and requesting technical information on new types of accessories. July 31 via New York City for one month. C/o Barbizon-Plaza Hotel, 106 Central Park South at 6th Ave., New York 6, N.Y. Itinerary: New York, Washington, Chicago. WTD 12/9/63.

SAUDI ARABIA—Sayyid 'Abd al-Rahman Hassan Sharbatly, the Arabian Motor Transport Co., P.O. Box 172, Mecca, interested in contacting U.S. manufacturers of **auto spare parts and accessories, tires and tubes,** and visiting modern workshops. About June 30 via New York City for one month. C/o Department of Commerce New York Field Office. Itinerary to be arranged. WTD 3/19/64.

SWEDEN—Ake Sihlen, AB Volvo, Box 382, Goteborg, interested in **distribution and marketing of automobiles** in the United States. July 3 via New York City for six weeks. C/o Volvo Inc., Volvo Drive, Rockleigh, N.Y. 07647. Itinerary: New York, Detroit, Chicago, Minneapolis, Salt Lake City. WTD 8/28/64.

Senegal market study available in English

A comprehensive market report on the Republic of Senegal has been published recently in a special English language edition of "Marchés Tropicaux Et Mediterranéens," an authoritative and well-known weekly magazine issued in Paris dealing with African economic and commercial affairs.

The 143-page publication—one of several similar studies prepared by special correspondents—provides basic economic and commercial information useful for both American traders and potential investors interested in Senegal. The survey is divided into three sections: natural resources, industry and commerce, and the market for producer and consumer goods. Also included are details of essential laws and regulations such as the Custom Law and the Senegalese Investment Code.

Loan copies of the publication are available to interested businessmen through any Department of Commerce Field Office or the Bureau of International Commerce, Washington, D.C. 20230.

The Embassy of Senegal, 2112 Wyoming Ave., NW., Washington, D.C., 20008, is understood to have available a limited supply of free copies for distribution to interested businessmen. Copies also may be obtained from the publishers at 190 Boulevard Haussmann, Paris 8e, France, for 25 Francs (about $5 per copy).

Significant Awards

IRAQ—The Iraq press has announced that the Economic Planning Board has decided to award contracts to two different firms for consulting services for construction of the Basra and Mosul branches of Baghdad University. Each project is to be the State Building Organization of the UAR, and that for Mosul was identified as the Architects Collaborative International, a U.S. firm that is consultant for the Baghdad University main campus.

SOUTH AFRICA—A civil engineering contract has been awarded to Concor-Grinaker (Pty.) Ltd., a South African firm of contractors for R1.2 million in connection with the R13 million Anglo-Alpha Cement Works at Lichtenburg, Transvaal. Anglo-Alpha is a subsidiary of Anglo-Transvaal Consolidated Investment Ltd., Johannesburg, one of the largest mining finance houses in the Republic.

Of the R13 million invested in the cement works, R1.6 million will be spent on imported equipment. Included in the plant will be some of the most modern machinery and equipment in the country. For example, the dry process kiln will be one of the largest in the world.

Concor-Grinaker has started work on this project which will have an output of 1,500 tons a day.

F. L. Smith & Co. of Copenhagen, Denmark, have the contract to supply kilns, mills and other equipment. The Danish company's tender of $3 million was lower than Allis-Chalmers' tender. F. L. Smith will place a good proportion of this equipment with local manufacturers. Materials handling equipment will come from local subsidiaries of U.S. companies such as Jeffrey-Galion and Allis-Chalmers.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated June.

Business Firms—Republic of Dahomey.
Chemical Importers and Dealers—The Netherlands.
Glass and Glassware Importers, Dealers and Manufacturers: Chinaware and Household Pottery Products Importers and Dealers—Japan.
Household Appliances Importers and Dealers—United Kingdom.
Industrial and Commercial Electrical Fixtures, Switches, Controls or Wire Distributors—Finland.

New Books and Reports

***United States Seaports—Gulf Coast.* Maritime Administration, U.S. Dept. of Commerce, Washington, D.C. 75 cents.**

This is the third publication in Part I of the Port Series. The first of the series covered Alaska, Pacific Coast, and Hawaiian ports, and the second covered the Atlantic Coast ports.

The publication provides data on individual port administration; Federal functions and services; port and terminal services, rates, and charges; labor contracts, rules, benefits, wage rates, and related data; foreign and domestic trade moving through the ports; port development and port-related technical studies and research programs; and policy and legal actions taken by the Federal Government affecting the port industry. The port development chapter reviews the current extensive planning programs in the various ports in the area.

A geographical description of the coastal area is included, together with general port data. The port data are presented in tabular form and include the name of port, location, population, and general information on tidal range, weather data, and deepest draft ship using the port.

Information on port and harbor conditions (channels, anchorages, etc.), port and harbor facilities, and a map covering each port on the Gulf Coast is published on individual ports as Part II of the Port Series by the Board of Engineers for Rivers and Harbors, of the U.S. Army's Corps of Engineers.

Both are available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Chemical Guide to Europe: 1965.* Noyes Development Corp., Pearl River, N.Y. 137pp. $15.**

This guide describes the 1,000 leading European chemical producers in 18 countries, including name and address, ownership, plant locations and products, local subsidiaries and affiliates, foreign subsidiaries and affiliates, principal executives, annual sales, and number of employees.

Noyes also publishes Canadian Chemical Industry 1964 ($12); Latin American Chemical Guide 1964 ($15); International Fertilizer Guide 1963/64 ($12); Man Made Fiber Producers 1964 ($18); Future Chemical Growth Patterns 1970 and 1980 ($35); Synthetic Fiber Markets to 1970 ($35); European Pharmaceutical Firms 1964 ($18).

Write: Noyes Development Corp., 16-18 Railroad Ave., P.O. Drawer 900, Pearl River, N.Y. 10965.

***How Business is Done in Japan.* By Boye DeMente. Simpson-Doyle & Co., Tokyo. 192pp. $6.95.**

Designed to acquaint the foreign businessman with the subtleties of doing business in Japan, the book describes business in pre-modern Japan; the business world today; Japanese attitudes toward American business, businessmen, and products; the problems of U.S.-Japanese joint ventures; labor and employee problems; problems of distribution, selling, advertising, public relations and printing; and living in Japan.

Mr. DeMente has also written Japanese Manners & Ethics in Business ($5) and Travelers Language Guide to Japan (50 cents). All three books can be ordered direct from the author at a 25% discount.

Write: Boye DeMente, 901 West State Ave., Phoenix, Arizona 85021.

***Primer of U.S. Foreign Economic Policy.* Elliot Zupmick. (Article) *Headline Series,* Foreign Policy Assn., New York. No. 169, Feb. 20, 1965. 64 pp. 75¢ per single copy.**

Simplified explanation of the international economic relationships and problems, confronting the U.S., the advanced industrial nations, and the underdeveloped countries. Emphasis on trade developments and policies with both Communist and free-world countries, the pros and cons of U.S. foreign aid and economic development programs, with an introductory section analyzing U.S. dollar difficulties.

Write: Foreign Policy Assn. Inc., 345 East 46th St., New York, N.Y. 10017.

***Trade Directory of the Empire of Ethiopia.* 1965 Edition. The Diplomatic Press and Publishing Co., London. 64pp. $2.10.**

The directory contains a classified list of firms, plus articles on Ethiopia's history, Government, agriculture and industry, foreign trade, finance and banking, and others. The names and addresses of airlines, railways, shipping lines and hotels are also listed.

Write: The Diplomatic Press and Publishing Co., 13, Cotswold Gardens, London, N.W.2, England.

***Praeger Special Studies in International Economics and Development.* Frederick A. Praeger Publishers, New York.**

Praeger's series of studies is designed to make specialized research monographs in international economics and politics for which there is limited demand available to the academic, business, and government communities.

The most recent studies include:

Wholesale and Retail Trade in Tanganyika: A Study of Distribution in East Africa. By H.C.G. Hawkins. 168pp. $17.50.

The International Development Association: A New Approach to Foreign Aid. By James H. Weaver. 268pp. $15.

Technical Assistance in Vietnam: The Michigan State University Experience. By Robert Scigliano and Guy H. Fox. 79pp. $8.50.

Write: Special Projects Division, Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***Analysis of Licensed Capacity in Engineering Industries.* By the Engineering Association of India. $3.15**

This book contains information concerning the rated capacity as well as actual production of the light and heavy manufacturing industries in India. Also included is a list of industrial licenses issued during 1962 and 1963. This book would be a useful reference for executives involved in planning, procurement and sales.

Write: Secretary, Engineering Assn. of India, India Exchange, 8th Floor, Calcutta—1.

***ABC Edition Europ Production 1965.* Europ Export Edition G.m.b.H., Darmstadt. 2,888 pp.**

Classified directory of producers and some service organizations in Austria, Belgium, Denmark, Finland, France, Germany, Hungary, Italy, Luxembourg, Netherlands, Norway, Rumania, Sweden, Switzerland and Yugoslavia.

Indexes and group headings are given in English, French, German, Spanish and Italian. Copies of the directory are available for review in all Department of Commerce Field Offices.

Write: Europ Export Edition G.m.b.H., ABC Verlagshaus, Berliner Allee 8, 61 Darmstadt, Germany.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1965—781064/82

Calendar *for international traders*

July

13—South Florida REEC, regular monthly meeting, 12 noon, **Coral Gables, Fla.**

13—In Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

13—Luncheon meeting, followed by panel session, Hotel DuPont, **Wilmington, Del.** Speaker: Mrs. Elizabeth S. May, Export-Import Bank. Sponsors: Delaware State Chamber of Commerce; SME-I; Wilmington Marine Terminal; University of Delaware; Field Office, Department of Commerce; Delaware State Development Dept.; Small Business Administration; World Trade Committee.

13—In Office Conference on Export Expansion, Field Office, **Detroit.** Sponsors: Field Office, Department of Commerce; REEC.

13—In-Office Export Workshop, Field Office, **Dallas.**

13-15—Businessmen's consultations on the Greek market with Guy O. Long, Commercial Attache, Athens. Field Office, **New York.**

14—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

14—Export Expansion Workshop, 10 a.m.-12 noon (luncheon following optional), Field Office, **Cleveland.**

15—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

15—National Housewares Manufacturer's Assn. Briefing on Doing Business in Europe, Palmer House, **Chicago.**

15—International Trade Assn. of Bucks County luncheon meeting, 12:15 p.m., Conti Inn, Route 611 and 313, **Cross Keys, Pa.** Sponsors: Bucks County Industrial Development Corp.; local Chambers of Commerce; County financial institutions; Field Office, Department of Commerce; REEC.

15—In-Office Export Conference, Field Office, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC.

19—American Management Assn. Briefing on International Business and Balance of Payments, Hotel Pierre, **New York.** Speaker: Lawrence C. McQuade, Special Assistant to Secretary of Commerce.

19-30—Foreign Trade Export-Import Institute, University of Rhode Island, **Kingston, R.I.** Sponsor: Management Sciences Institute.

22—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors; Field Office, Department of Commerce; REEC.

22—In-Office Export Conference on Credit, 2 p.m., Field Office, **Honolulu.**

22—In-Office Workshop for New Exporters, Chamber of Commerce, **Lincoln, Neb.** Sponsors: REEC; Field Office, Department of Commerce.

23—Export Workshop, Chamber of Commerce, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

23—Export Workshop, Field Office, **Cincinnati.** Sponsors: Field Office, REEC.

23—In-Office Workshop for New Exporters, Chamber of Commerce, **Omaha, Neb.** Sponsors: REEC; Field Office, Department of Commerce.

25—In-Office Export Expansion Seminar, Field Office, **Los Angeles.**

27—In Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

27—In-Office Export Workshop, Field Office, **Dallas.**

29—In-Office Export Workshop, Field Office, **Chicago.**

29—In-Office Export Conference, Field Office, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:

Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

August

2-6—International Marketing Institute, Colorado State University, **Fort Collins, Colo.** Sponsor: Sales and Marketing Executives-International, Denver.

6—In-Office Conference on Export Expansion, Field Office, **Honolulu.**

17—In-Office Export Workshop, Field Office, **Chicago.**

17—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

19—In-Office Export Conference, Chamber of Commerce, **St. Cloud, Minn.** Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

19-20—Private consultations with Commercial Attache, U.S. Consulate, Frankfurt, Field Office, **Chicago.**

21—National Assn. of Home Builders Annual Convention, Denver Hilton Hotel, **Denver.** Speaker: Richard Garnitz, Bureau of International Commerce.

24-27—5th Annual Maine Products Show, Bangor City Auditorium, **Bangor, Me.** Sponsor: Maine Dept. of Economic Development.

27—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

September

2—Machinery-Metals Export Club, monthly meeting, Overseas Press Club, **New York.**

9—In-Office Meeting, Field Office, **Chicago.**

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